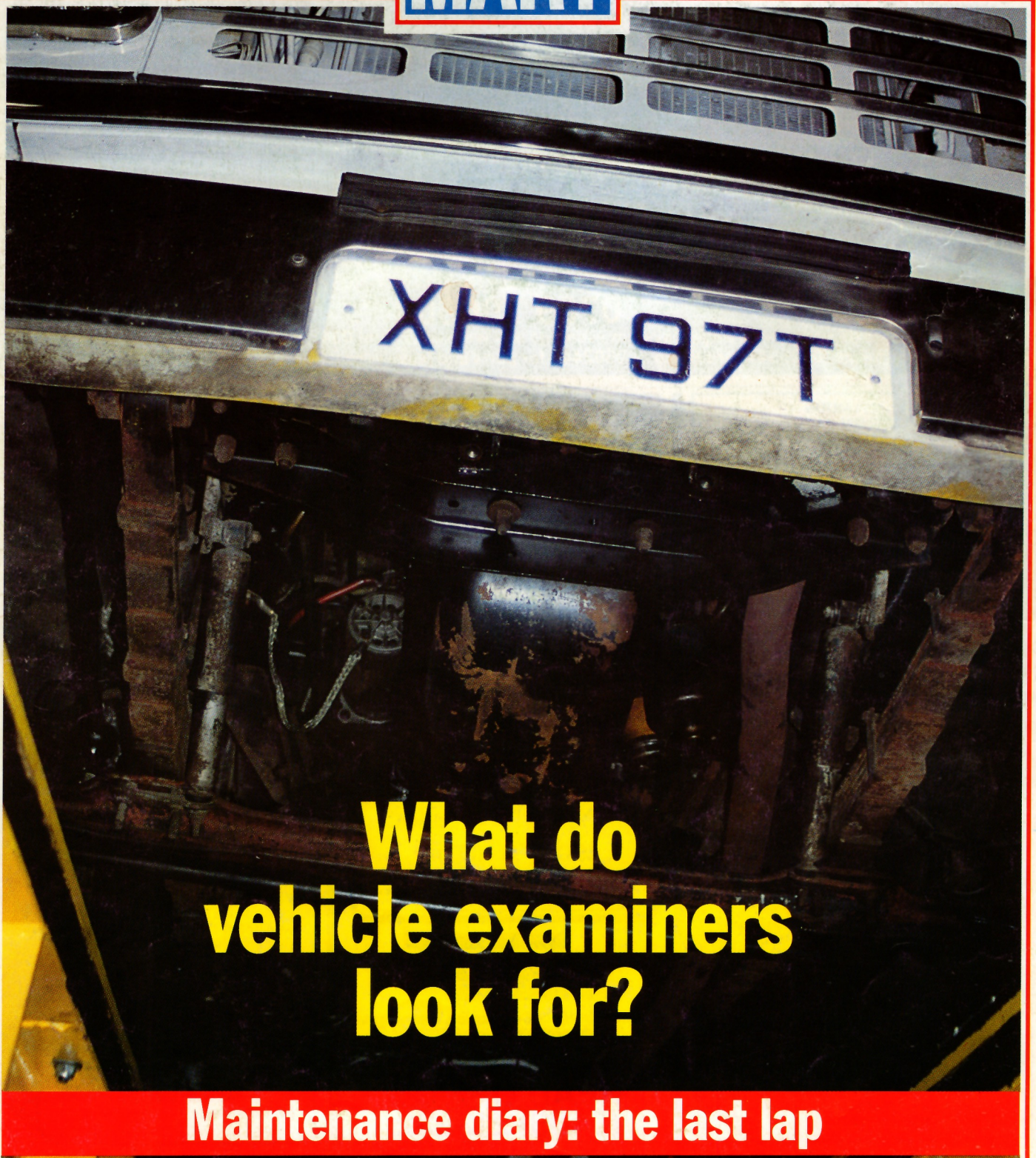


COACH

MART

Issue 618 £1

December 13, 1990



**What do
vehicle examiners
look for?**

Maintenance diary: the last lap

Carlton P.S.V.

STOP PRESS

Just in. 1986 MCW CUMMINS L10 ENGINE, 4 speed, full automatic gearbox, 79 recliners, nearside front power door, toilet, orange curtains, luggage pen, seat back pockets, full soft trim, new MoT 17.9.91, resprayed all white, choice of two. Now only one.

NEOPLAN

1988 Neoplan Skyliner, 77 seats, Gardner engine, ZF Automatic, radio/PA/cassette, TV/video monitor, VHS recorder, toilet, fridge, drinks. Stock No.0022.

1983/4 Neoplan Skyliner, 71-75 seats, Merco V10 engine, 6 speed ZF gearbox, toilet, fridge, radio/PA, drinks machine. Stock Nos. 9017 to 9023.

1983 Neoplan Cityliner (Mercedes), 49 recliners, 6 speed ZF, toilet washroom, drinks machine, sausage boiler, fridge, driver's bunk, continental door, courier seat, rollo blinds, MoT 16.05.91.

1982 Neoplan Jetliner (Mercedes), 49 recliners, N/S plug door, 6 speed ZF, toilet washroom, drinks machine, fridge, continental door, rollo blinds, drivers bunk, courier seat, MoT 13.05.91.

1982 Neoplan Skyliner (with cherished plates), well preserved and maintained, very recently remoquetted (blue) and resprayed (white), 71 recliners, Mercedes V10, 6-speed ZF gearbox, toilet, fridge, drinks machine etc. This vehicle has been in regular daily use - a very clean example. Stock No.0004.

MAN

1982 SR 280, 47 recliners, Sutrak air conditioning, 6-speed gearbox, o/s centre power door, o/s centre sunken toilet, driver's bunk, fridge, drinks machine, tinted double glazed windows, Rollo blinds, courier seat, Webasto and timer, seat back nets, headrest covers, wheel discs, driver's locker. Stock No.0008.

VOLVO

1984 VOLVO B10M Jonckheere P599, 49 recliners, toilet, coffee machine, continental door, double glazing, fridge, choice of 2. New MoT's.

1983 VOLVO B10M Jonckheere P599, various specification, 48/51 seats, toilet, coffee machine etc, choice of 4. New MoT's.

1980 VOLVO B58 Air/Leaf Dominant, 12 metre, 53 seats, 48 recliners, 5 fixed, automatic gearbox, power door, tinted windows, curtains, side lockers, MoT Dec 1990. Stock No.0012.

1980 VOLVO B58, 11 metre, 51 seats, Alpha power door, Telma, white livery, red moquette and MoT Nov 90. Stock No.0014.

1979 VOLVO B58, 12 metre (re-moquetted), Alpha power door, s...y white and MoT Feb 91. Stock No.00...

AEC

1977 PLAXTON EXPRESS, 53 seater, semi-auto gearbox, Bristol dome, white/black exterior, autumn tint moquette. MoT 3.10.91. Stock No.0006.

SCANIA

1986 Scania Berkhof Eclipse double deck, 76 seats, toilet, double glazed windows, Telma, coffee machine, livery maroon/white, MoT April 1991. Stock No.0021.

BEDFORD

1981 Bedford YNT, 53 seater Plaxton, side lockers, autumn tint moquette, livery white blue/yellow stripes, reconditioned engine, new MoT Sept 1991. Stock No.M9014.

1980 Bedford PJK, 29 seater, Duple Dom, MoT 16.9.91. Stock No.0007.

1979 Bedford YMT, 53 seater Plaxton, red/cream exterior, red moquette. Stock No.M9036.

LEYLAND

1983 Leyland Tiger 245 Plaxton 3500, 50 recliners, 6 speed ZF gearbox, N/S plug door, Telma, side lockers, double glazed windows, curtains.

1982 Leyland Leopard, 12 metre Dominant, 51 reclining seats, double glazed, Telma, radio/PA, Bristol dome, MoT Feb 1991. Stock No.9033.

1982 Leyland Leopard, 12 metre Plaxton, 49 seats, semi-auto gearbox, toilet, coffee machine, side lockers, new MoT 16.08.91. Stock No.0010.

1981 Leyland Leopard Duple Dominant, 53 seats, red moquette, livery white, new MoT 23.08.91.

1981 Leyland, 11 metre Plaxton, 53 seats (remoquetted), X'Press, side lockers, grey/red moquette, new MoT 29.08.91. Stock No.9013.

1981 Leyland, 12 metre Plaxton, 49 recliners, cream exterior, autumn tint moquette, new MoT 29.09.91. Stock No.9010.

1977 Leyland Leopard, 11 metre Plaxton Viewmaster, 41 recliners, toilet, power door, orange curtains.

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VOLVO 1986 B10M PLAXTON

PARAMOUNT 3500 12M, 49 recliners, sunken toilet o/s rear, courier seat, curtains, fridge, water boiler, tinted side windows, beige/blue moquette trim, white + yellow/orange stripes.

VOLVO 1986 B9M PLAXTON PARAMOUNT 3200, 45 str., brown moquette, power entrance door, all white.

VOLVO 1984 (AUGUST) B10M PLAXTON PARAMOUNT 3500 12M, 49 recliners, beige/red moquette, rear sunken toilet with continental door, driver's berth, courier seat, Webasto heating, TELMA retarder, drinks machine, curtains, tinted double glazing, power entrance door, wired for TV. + video, silver/blue.

VOLVO 1983 (SEPTEMBER) B10M GT JONCKHEERE JUBILEE P599 12M, 48/52 recliners, centre sunken demountable toilet, continental door, driver's berth, courier seat, power entrance door, drinks machine, wired for TV/video, blue/white/yellow/green.

VOLVO 1981 B58 PLAXTON SUPREME 12M, 49 recliners, brown moquette, toilet at nearside rear, power entrance door, tinted side windows, curtains, white.

VOLVO 1980 B58 PLAXTON SUPREME 12M, 53 E-type seats, autumn tint moquette, power entrance door, cream/brown.

BOVA 1988 (DECEMBER) FUTURA FHD 12.290 INTEGRAL 12M, 49 recliners, grey/blue moquette, centre sunken toilet with continental door, drivers sleeping berth, courier seat, curtains, power operated entrance door, additional fuel tank, ferry lift, carpet to gangway, gold/yellow/brown.

BOVA 1983 EUROPA II Integral 12M, 49 str, (44 recliners + 5 fixed), red moquette, power door, courier seat, curtains, toilet, continental door, TELMA, Webasto, driver's fan, all white.

BOVA 1982 EUROPA II Integral 12M, 51 recliners, brown moquette, courier seat, power entrance door, curtains, TELMA retarder, white/blue/red.

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LEYLAND 1985 TIGER 245 PLAXTON

PARAMOUNT 3500 12M, 51 str., autumn tint moquette, (46 reclining plus 5 fixed at rear), power operated entrance door, TELMA, courier seat, curtains, continental door, provision for driver's berth, all white.

LEYLAND 1982 (AUGUST) TIGER 245 PLAXTON VIEWMASTER 12M, 49 recliners, red/orange moquette, courier seat, power entrance door, tinted side windows, curtains, o/s/r sunken toilet, continental door, water boiler, fridge, wiring for TV/video, grey/duo green.

LEYLAND 1982 TIGER 245 PLAXTON VIEWMASTER 12M, 49 recliners, green moquette, rear sunken toilet, continental door, double glazing, Webasto heating, driver's berth, aircraft style lockers to luggage racks, water boiler, fridge, TV/video wiring, cream/green.

DAF 1983 (NOVEMBER) DKFL JONCKHEERE JUBILEE P50 12M, 49 recliners, blue moquette, power door, o/s rear sunken toilet with continental door, double glazed tinted windows, Tempo 100, wired TV/video, Telma retarder, drinks machine, magazine nets, all white.

DAF 1983 DKFL VAN HOOL ALIZEE-H 12M, 48 recliners, Autumn tint moquette, rear floor mounted toilet, continental entrance door, white/grey/red.

DAF 1983 DKFL PLAXTON PARAMOUNT 3200 12M, 51 recliners, autumn tint moquette, power door, double glazing, curtains, courier seat, continental door, Webasto, Telma retarder, white/green/black.

BEDFORD 1986 YNV DUPLÉ 320 12M, 57 str., power door, grey/yellow moquette, tinted glass, white/red.

SCANIA 1984 (AUGUST) K112 JONCKHEERE JUBILEE P599 12M, 51 recliners, grey/orange moquette, centre sunken toilet, driver's berth, TELMA, wiring for TV/video, water boiler, power entrance door, all white.

COACH

Issue 618 £1

MART

December 13, 1990

5 News: Coaches may boycott Bridlington following police clampdown; snow causes road chaos; Western Scottish goes on sale; Travellers wins big tourist contract.

13 COVER STORY News Feature: Part one of a two part feature revealing what vehicle examiners look for when giving a coach its annual test.



Leyland Lynx II is revealed — page 9

14 Diary: Speculation on the future of double-decks; Paul Tappin gets on the wrong side of Oxfordshire businessmen; and *Mealstop* has a colourful story about a London traffic scheme.

16 Fleet Update: K B Coaches, of Stonehouse, takes delivery of a second Willowbrook Crusader; Yorkshire-based Eddie Brown Tours buys two Scania's; Crystals Conversions solves an unusual request.

19 Letters: BCC is urged to launch a 'pledge for profit' campaign; an operator says you must stand firm on price; Chiltern Queens responds to criticism about the problems of graffiti.

22 On Target: *Marksman* discusses operators' maintenance responsibilities; and talks about the problems of graffiti.

24 Maintenance Diary: Mike Morgan tells how our six operators have been getting on with their coaches as they enter the final lap.

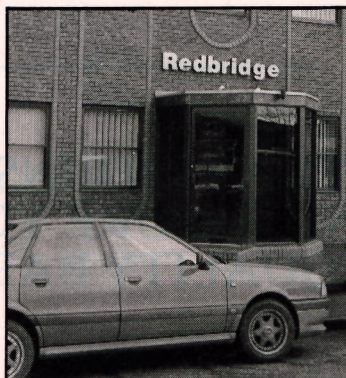
27 Profile: Taking a look at a Wakefield company which believes quality is the key to success. Mike Morgan reports.

30 Licensing & Legal: The managing director of a coach company has convictions for traffic offences quashed; magistrates adjourn a court case involving Skelmersdale operators Frank Whalley; a Gwent operator is given an MoT warning.

32 Tourism: More Japanese are set to visit Scotland; operators are expected to visit an annual ice spectacular; nature-based trips are on offer in East Anglia.



How have our coaches been faring? — page 24



Profiling a successful Wakefield company — page 27

COMMENT

YORKSHIRE operators can hardly be blamed for talking about a boycott of one of Britain's most traditional of seaside resorts, Bridlington.

The Yorkshire coastal town has placed increasing pressure on coach operation following a spate of incidents which the local police say arose from operators bringing in all-male groups for stag parties.

The summer season saw a ban on unbooked coaches setting down or picking up on the seafront, and some groups of elderly people were faced with a half-mile walk from the coach park. Next summer, worse is threatened.

The chief inspector of the local police station has written to a number of operators to tell them of a 6.30 pm Bridlington coach curfew, and has said their O-licences are being risked if a group carried proves to be disorderly.

The police say they can waive the set-down rule and curfew with prior notice, but that is missing the point. Why should action be taken against legitimate coaching which carries thousands of tourists, with thousands of pounds to spend, to Bridlington every year?

Why is it OK for a car-load of yobs to drive into the town, with all the drink-driving risks that may incur, but when all-male groups responsibly book a coach for a drinking trip, the police won't let them in? How can a coach operator be responsible for the behaviour of its passengers after they leave the coach?

Heavy drinking can only be controlled by Bridlington licensees. And the rowdiness is surely something which police throughout the country deal with as, sadly, part of the average Saturday night.

The situation in Bridlington is in danger of going too far. Instead of asking operators for their co-operation in what is undoubtedly a basic police function, Bridlington has foisted new, biased and dangerously divisive rules upon coaching.

Dependent on tourism revenue as they are, Bridlington and all other seaside resorts should be doing exactly the opposite: working to bring more coaches in.

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COACH

Coaches threaten to boycott Bridlington

YORKSHIRE operators are threatening a boycott of Bridlington after being told to stop carrying all-male groups or risk losing their O-licences.

Local police have threatened licence revocation if any coach group causes disorder in the seaside town, and have banned all coaches from the resort after 6.30 pm.

Already Bradford District Coach Operators Association has talked about a boycott and accused the police of being heavy-handed. It says operators cannot be brought to book for passengers' unruly behaviour on the streets.

'The police seem to be making up the law as they go along,' said Bradford DCOA secretary Kath Bonson. 'These are not grounds for licence revocation. The only basis we can see is claiming poor repute.'

Mrs Bonson said no coach operator encourages drunken behaviour: 'We don't



Bridlington coach park: coaches banned after 6.30 pm.

serve them the drink. That is done by Bridlington businesses, and it is their problem.'

An industry legal expert said police would have to establish a connection between the operator or driver and the unruly behaviour of the passengers in order to establish 'poor repute': 'It is hard to see how they could do this unless there was some prior agreement between police and operator not to carry all-male parties,' he said.

Police officers have already told operators to leave the coach park - a half-mile out of town - after the 6.30 pm curfew. Only operators who have applied to the police for

special permission have been allowed to stay.

This follows action taken by police last year to ban set-down and pick-up on the seafront, subject again to special permission being sought. Elderly passengers have this year faced the long walk into town from the coach park because operators did not know about the rule.

A letter to operators from Bridlington's Chief Inspector D J Hunter says coaches scheduled to leave in the early hours of the morning have been the root cause of the problem: 'Our experience indicates that the occupants are frequently involved in street disorder, damage,

assaults and general unruly behaviour, occasions having arisen when the entire coach party have been arrested.'

Chief Inspector Hunter says the imposition of the early departure from Bridlington will help operators weed out bookings from 'stag' groups: 'It is fully appreciated that operators are frequently deceived into transporting such parties,' says the letter.

A spokesman for the town council tourism department said he knew about the letter but had not had a chance to discuss it with fellow councillors: 'We haven't considered the implications yet,' he said.

Chief Inspector Hunter was unavailable for comment when *Coachmart* went to press, and a Humberside Police spokeswoman said she did not want to comment on the matter until she had spoken to Chief Inspector Hunter.

BRIEFS

● **MUNICIPAL** operator Maidstone Boro'line has followed London Transport's lead and banned smoking on all its vehicles.

According to Boro'line, the ban has been imposed in the interests of passenger comfort and to cut cleaning costs. In the early stages of the ban, smokers will not face fines or penalties.

● **UNIFORM** uniform supplier Cimara has won the contract to supply West Midlands Travel with its bus drivers' uniforms for the third successive year.

The contract calls for 3,500 drivers' jackets, trousers, shirts and knitwear and is worth over £400,000. Delivery to 14 WMT depots will span two months.

● **JONWOOD** Engineering, of Belfast, has been appointed the sole distributor for Econocruise EMA speed control systems in Ireland.

Econocruise says the appointment is part of its drive to increase its presence in both Ulster and the Republic of Ireland. There are already agents in County Antrim and County Tipperary. Negotiations are also in progress for the appointment of a further five.

● **LOMBARD** North Central has reported pre-tax profits down by more than half this year. In the 12 months ended September 1990, the finance house made £33.2 million taxable profit, compared with £86.5 million in the previous year.

Chairman Sir Hugh Cubitt said the high level of interest rates throughout the year had adversely affected performance. For the coming year, Lombard has established three sectors structured around its key markets: business finance, motor finance and personal finance.

COMMUTER

Williamsons to specialise in coach and tour work

WILLIAMSONS Motorways has withdrawn from its commercial bus operation in Shrewsbury to concentrate on its expanding coach commuter and tour work.

The move follows two years of fierce competition with Hotspur Midland Red on an express service to Birmingham and the Shrewsbury to Harlescott bus route.

Hotspur initially started running on Williamson's X96 express service in 1988. Williamsons responded by running two buses on Hotspur's Shrewsbury



Williamsons Motorways: to increase its coach holiday fleet to six.

town route as the S9 and M10 service.

Both companies have now agreed to revert to the pre-deregulation

status quo: Williamsons will be sole operator of the X96 and Hotspur sole operator of the Shrewsbury to

Harlescott route.

'It's done them good to have some competition,' said Tina Williamson, a partner in the business. 'It was quite a war at one stage. But they approached us and now we have reached a compromise.'

As part of its change of direction to concentrate on coach work, Williamsons is buying two new vehicles - ex-Arlington stock Van Hool T815 integrals - to bring its coach holiday fleet up to six.

The company is also opening a new travel shop in Shrewsbury early next year to sell its growing range of excursions and holidays.

COACH

BRIEFS

● THE UK launch of the Transliner is planned by Carlton for February when the sole UK Neoplan dealership expects two prototype vehicles.

Carlton PSV managing director Roger Dixon told *Coachmart*: 'We have an option on three more for early delivery.'

Priced at around £125,000, this competitive priced Neoplan will be marketed in the UK as the Berliner. Carlton will only import the K type 3.23 metre Transliner with Mercedes-Benz OM 442 V8 engine and high floor for optimum luggage space.

Mr Dixon pointed out that the Transliner is being built in right-hand drive for the UK - contrary to an error in last week's *Coachmart*.

● NATIONAL Express marketing director Bernard Davies has confirmed that contracts with some operators are being renewed to rationalise the current system.

Mr Davies said four different contracts exist, the type depending on the time at which the operator first began working for National Express.

'We are trying to re-negotiate them all under the same basis,' he told *Coachmart*. He said he did not want to discuss arrangements being made with individual operators, or the changes in the standardised 25-page contracts now drawn up.

● RED Fern in Farnfield is in the hands of liquidators Touche Ross, of Nottingham.

The firm's boss Brian Bell decided to liquidate his business shortly after telling *Coachmart* of his problems (*Coachmart* 615, November 22).

The assets of the company - believed to be three Bedford coaches and garage equipment - are to be auctioned by Nottingham's Walker, Walton Hanson on December 19.

Freak weather causes coach chaos on the roads

SNOW clearing services were slammed by coach operators after coaches and buses were stranded the length and breadth of the country - despite plenty of warning from the weathermen.

The West Midlands was particularly badly hit, but John Neilson, managing director of Birmingham-based Hallmark, claimed the ploughs and gritters lay idle as the snow fell.

'Despite weekend snows being predicted last Wednesday, on Saturday morning I saw ten snow ploughs and gritting machines standing idle at Coleshill,' said Mr Neilson.

Hallmark has lost £2,000 for more than 400 hours in extra wages. One of its coaches was stuck for 27 hours on the northbound lane of Corley Bank. It had two coaches stranded on the A45 and seven on the



Stranded: director Malcolm Bywater and courier wife Angela in their snow-bound Duple 425.

M6 on its airport services.

Ken Flight of Birmingham-based Flights said: 'The snow ploughs should have been called out earlier - we were ringing round Friday night so where were the local authorities? Although we immediately lost a few thousand, everyone was in the same predicament - the planes were flying empty and the passengers will want to

go again.'

Only two out of nine scheduled Flights' services managed to run, and then they did not reach Gatwick, but only got as far as Heathrow.

National Express contracting operators running 500 express services through Digbeth in Birmingham faced chaos - and 600 passengers stranded in Birmingham spent a night in council offices. West Midlands Travel

buses were off the road from noon on Saturday, although staff worked through the weekend rescuing buses and stranded M6 motorists.

An executive Duple 425 sent by Rochdale-based Les Bywater & Sons on an aborted theatre weekend to London was filmed by the BBC getting out of its snow-bound stop a little way off junction 4 on the M6 on the A45. 'There was no sign of police or gritters south of Staffordshire,' said Les Bywater'. The vehicle had a toilet, drinks machine, reclining seats and a telephone so not only did the depot know exactly what was going on, but other motorists used the coach to 'phone home to their families.'

Two-coach firm Midland United was a little luckier, as one coach was standing in the yard idle while the other on a Christmas shopping trip actually reached Calais.

SALES

Recession continues to hit new sales

AS THE UK recession bites deeper, coach and bus sales continued their downward spiral last month.

Total PSV sales showed a 26 percent drop from 157 vehicles in November '89 to just 116 last month. In the first 11 months of 1990, 2,886 vehicles were registered. Just 2,515 vehicles have now been sold in the same period this year - a drop of 13 percent.

Dennis topped the monthly sales league with 43 vehicles sold, compared with 11 last November. The sales have been chiefly of Dart midibuses - 29 are included in the figure -

many for London Transport.

Scania continued to gain ground. The Swedish manufacturer

recorded 12 registrations against three last year, with ten of those vehicles bus chassis.

Leyland Bus had another disappointing month, with registrations down more than 60 percent to 31. Parent company Volvo's registrations dropped from 47 to a mere nine. So far this year Leyland's and Volvo's sales are down 21.7 and 12.6 percent respectively.

The coach market has been particularly hard hit by the deepening recession. In November last year, 39 coaches were sold. Last month just nine took to the road. The market is down 20 percent in the first 11 months of this year - from 1,344 to 1,085 vehicles.

	November		Year to date	
	1990	1989	1990	1989
Dennis UK	43	11	359	233
Duple	0	1	19	23
Iveco Ford	0	0	6	4
Leyland Bus	31	79	794	1014
DAF	3	6	186	253
MAN VW	0	0	3	0
MCW Optare	9	1	47	230
Renault	0	1	0	3
Scania	12	3	209	135
Volvo	9	47	652	746
Total British	83	92	235	1546
Total imports	33	65	1280	1340
Grand total	116	157	2515	2886

TOURS

Travellers wins big US tourist contract

HOUNSLOW-based Travellers Coach Company has secured a British Airways contract to move 50,000 American tourists during 1992.

British Airways Holidays is planning a massive increase in coach tourism from the USA, and has given the work to Travellers' parent company Travellers International.

'In the last three years, the number of packages sold by British Airways Holidays in the USA



Travellers: to move 50,000 American tourists in 1992.

has almost tripled to more than 150,000 packages a year,' says British Airways.

The new coaching programme will add to the \$75 million turnover British Airways Holidays brought in last year by selling to the USA and other English-speaking countries such as Australia and Canada.

Following in the wake of Shearings' report which pointed to quality as the key for future business, BA Holidays says the new tours will be sold on

BA's upmarket image. Surveys had revealed that more than two thirds of American coach passengers were travelling overseas for the first time, and 65 percent are over 55 years old. Coach tourism forms a quarter of the USA-European market.

'At the moment, we haven't been told the vehicle requirement so we don't know whether we will be adding to our fleet of 30 full-size coaches,' said Travellers Coach general manager Tony

Grayson.

Mr Grayson said the contract was being handled by Travellers International, who would be working out the nuts and bolts of the arrangement: 'As far as I'm concerned, our customer is Travellers International,' he said.

Travellers Coach has already begun an up-grading of its fleet, putting in three Setras in spring 1991, one of which is a 'flagship' 215HD with air conditioning, telephone and fridge. It will be operated on high-quality tour work and corporate business. Three more Setras may be added later in 1991.

The success story of the past 12 months, which Mr Grayson claims has been very profitable, has led Travellers Coach to add to its minicoach fleet, too. Two Toyota Caetano Optimos bought in September have been working flat out, so three more may be added in spring.

LICENSING

Pride has licence cut

BARNSELEY coach and bus operator Pride of the Road has had its O-licence cut by four vehicles and the renewal date brought forward to the end of this month.

Pride of the Road - facing heavy competition from Yorkshire Rider - fell foul of vehicle inspectors who said maintenance was a problem at the firm: 'The company has not ensured that vehicles were being maintained in a fit and serviceable condition,' said traffic commissioner Fred Whalley.

The company has been asked to re-submit an application so that the financial standing and good repute could be established, he said.

● Huddersfield bus users say Yorkshire Rider is trying to oust Pride of the Road from a route serving the local hospital. Rider is running vehicles on a shortened route just minutes ahead of Pride of the Road.

TOURS

Passengers plump for more 'premier travel'

RESEARCH by Cambridge-based Premier Travel into its tour market echoes the findings of Shearings... passengers want better quality.

Premier Travel had questioned its customers well before the publication of the Shearings report (*Coachmart* 615, November 22) and discovered similar trends.

'Our research

highlighted that customers were demanding higher standards and much better quality accommodation,' said managing director of Premier, Paul Cooper.

'Our clients have continually stated a preference for short-break holidays featuring the best standard of hotels. They are no longer prepared to accept compromises in quality to achieve low

prices.'

Premier's 1991 programme includes four and five-star hotels in the UK in popular towns and cities - an area with potential for growth. Continental breaks complete the picture.

The company has a three-day 'Northern Hotpot' break based at a four-star Manchester hotel at £129, and four-day breaks in a four-star Dutch hotel for £159.

BRIEFS

● A SURVEY during October's Expo Coach 90 show at Donington reveals that 90 percent of the exhibitors will be back in 1992.

Eighty percent of standholders said the show was excellent or good, 70 percent praised the new business they got, and 84 percent were pleased with the days chosen for the exhibition. The opening times of the show got marked down, and many standholders thought the catering only average.

● MERSEYBUS man Stephen Hind has been appointed commercial manager for the bus company in northern Liverpool.

The Wirral man has worked for Merseybus for ten years, having held several posts including his last position as management services manager. In his new capacity, he will be based at the Green Lane depot where he will link the financial and operational sides of the business.

● SWANSEA operator Hawkes and Morriston-based D Coaches have won three tendered bus services in Swansea previously operated by South Wales Transport.

One of the subsidised services has gone to D Coaches, the other two to Hawkes. SWT had been dissatisfied with patronage of the services and had either pulled out or offered less frequency.

● SOUTH Yorkshire Transport's campaign with a local school to promote the Buscode has snowballed, with the pupils creating a play about road safety.

SYT originally approached the headmaster of Limplsfield Middle School in Sheffield to pass on the Bus and Coach Council's safety message. The whole school soon took it to heart and is to stage a fun play for parents, children, and others on December 11.

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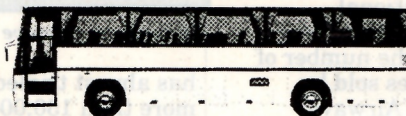


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OCT '86 OPTARE CITYPACER VOLKSWAGEN, LT55 engine, 5 speed, manual gearbox, 25 d/p seals, MoT 27.7.91.....**£12,500**

1985 LEYLAND TIGER 245 DUPE CARIBBEAN II, 48 recliners plus courier, toilet, double glazed windows, curtains, **SOLD** tables, power door, dri...ge, twin fuel tanks, Eberspacher and driver bunk, MoT 21.3.91. Stock No. M011**£31,500**

1985 SCANIA K112 JONCKHEERE P50, 49 recliners, sunken toilet, o/s centre c...or, driver's bunk, tinted windows, rollo blinds, MoT 19.**£46,500 £35,000**

1984 SCANIA K112 JONCKHEERE P50, 49/51/53 reclining o/s sunken toilet, o/s **SOLD** mental door, driver's bur...dows, rollo blinds, MoT... Stock Nos. M104, M105 & M106**£41,500 £33,000**

1977 FORD R111...AXTON, 53 seats (Ford r... engine) power door, M... Stock No. M010**£3,500**

1975 BRISTOL VRT, (Gardner 180 engine), 74 seats ECW (low bridge) MoT's Feb & May 1991. Choice of two. Stock Nos. M012, M013**£3,450 £2,950**

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TENDERED SERVICES

Essex says no to rise...

THE Essex Bus and Council has had its request for an interim increase in contract rates refused by Essex County Council.

BCC asked for the increase to cover the spiralling cost of diesel during the Gulf crisis. One operator in the area who runs a

number of county services on two, three and five year contracts estimated the extra cost to his operation to be two to three per cent.

At a meeting with the county's public transport committee, BCC said that only a small proportion of the soaring fuel costs could

be passed on through increased fares.

David Whiteside, deputy transport co-ordinating officer for Essex, said the county was 'not unsympathetic' to the operators' plea for more cash: 'But, if we agree to an increase for bus operators we would have to increase

rates for all our services which require diesel and which are now operated by private contractors.'

Mr Whiteside added that the situation would be reconsidered by a committee of the county council chief officers either this month or early next year.

...but Fife increase given go-ahead

FIFE operators have negotiated a tendered service fare rise of nine percent after lobbying the regional council.

Fife Scottish and Moffat & Williamson benefit from the decision by Fife Regional Council to allow the fares to rise - the first increase in the area for seven years.

Independent Moffat & Williamson gave credit to rivals Fife Scottish for its efforts in pushing for a fare increase on subsidised services: 'Fife Scottish approached the regional council first,' said M & W accountant James Howitt.

'We backed them on a claim for up to 15 percent, but ended up with nine.'

Mr Howitt said the indicative fare increase was long overdue, but gave hope that the council would listen sympathetically to operators in 1991: 'If the Gulf crisis fuel rises keep up, we will definitely be going back next year.'

Fife Scottish and M & W have a virtual monopoly on subsidised services in the area, with school contracts a major part of the business and double-deck buses the favoured vehicles.

COACH

Seventy not out

FAMILY-owned coach company Connor and Graham will celebrate 70 years - or 25,000 operating days - in the business next year.

Based in Easington near Hull, the company was founded by James Graham and Campbell Connor in 1921 with two Model T Fords. It now operates from modern premises just 200 yards away from the original site, but runs 20 vehicles and employs 23 people.

Tom Graham, son of founder James, is now 75 and managing director. His two sons James (42) and Malcolm (40) are general manager and engineering director respectively.

Seven of the 20 vehicles are double deckers running commercial bus services into Hull. The rest are coaches running the company's own tours and excursion programme and private hire.

Tom Graham told *Coachmart* the company would be concentrating on private hire and holidays in the future. 'And I definitely want to keep it a family business,' he said.

BUS

Leyland Bus reveals new-look Lynx

LEYLAND Bus has revamped its best-selling Lynx city bus with new lower front styling, revised front suspension and improved interior design.

Lynx II - the first new vehicle introduced by Leyland since Volvo acquired the company in 1988 - offers the first UK application of environmentally friendly 245 bhp Volvo THD 102KF or Cummins L10 210 bhp engine and new ZF four speed Ecomat (EST 18) automatic gearbox as standard.

Improved ride for passengers has been achieved by softer front



Lynx II: First new vehicle for two years.

air suspension with new shock absorbers. Twin 12 volt batteries replace four six volt and like all new Leylands a stainless steel exhaust system is fitted.

A single entrance step

of 305 mm across the whole step replaces the previous split arrangement. Diptac features and new non-slip PVC-based floor covering are standard.

Both ramped and

stepped floor design are available - noise insulation is improved.

Interior passenger improvements include textured/patterned laminate, straight rear seat deleting the previous notch back effect, and rear saloon platforms raised by 80 mm to avoid the rear step.

First deliveries go to Halton Transport - Halton was the first municipal to buy Lynx. Other buyers include Colchester Borough Transport and Lothian Region Transport which will take the first 12 dual-door versions.

BRIEFS

● **NORTH** Eastern traffic commissioner Frederick Whalley is guest speaker at the BCC's North Yorkshire and Humberside region's annual dinner-dance at the New Inn near Sherburn-in-Elmet on January 11 at 8 pm.

Tickets, priced £13.95, can be obtained from Pat Wood at Eddie Brown Coaches (Tel: 0423 360222).

● **TRATHENS**, of Plymouth, has been successful in its application to Western traffic commissioner General John Carpenter for four additional O-licences. The need for extra discs follows acquisition of Devon General's share of the National Express Exeter to London service (*Coachmart* 615, November 22, 1990). An earlier request for an extension of its existing 19 vehicle licence was turned-down pending December O-licence five year renewal.

● **THE British Road Federation** has spoken out against road pricing and called for better public transport services to alleviate London's worsening traffic congestion.

Road pricing has failed in Oslo, Norway, and been abandoned in Holland in the face of stiff public opposition, said BRF deputy director Richard Diment. He said the real transport needs of London are better public transport, particularly to and within the central area; better orbital roads; rigorous enforcement of on-street parking regulations and greater use of modern technology to speed the flow of trains, buses and other road vehicles.

● **GREATER Manchester PTA** will not fund subsidised bus services on Boxing Day and New Year's Day because of 'the exceptionally high costs involved and question marks over reliability of service.'

The PTA will also not provide subsidised services on Christmas and New Year's Eve after 1900 hours.

■ PRIVATISATION

Western Scottish is put up for sale

KILMARNOCK-based Western Scottish is the eighth Scottish Bus Group company to be privatised.

The troubled company, which last year lost £2.1 million on a turnover of £33.7 million, has faced upheaval since 1985, when it was split into two.

The profitable southern base was re-merged last year to take in heavily unionised Clydeside, which faces stiff competition from Strathclyde Buses. It is thought that this side of the operation has contributed largely to the deficit.

Western Scottish has 661 PSVs operated out of 13 depots. Its coach fleet is around 100 vehicles, with more

than 60 based at local, operating centres.

Express coaching and tour work is based at Thornliebank and Kilmarnock, using 25 dedicated vehicles. Apart from two in Clansman Monarch touring livery, they are split evenly between Scottish Citylink and Quicksilver colours, the latter being repainted into the new Western Scottish livery.

The express vehicles comprise a mixture of Scania, Leyland Tigers, B10Ms, Berkhof and others, the youngest being D-registered.

It is believed that two employee bids are in the pipeline. One is from management at the southern part of Western Scottish and the other from

employees in the former Clydeside operation with the financial and management backing of Luton and District.

Western Scottish depots are at Ardrossan, Ayr, Cumnock, Dumfries, Greenock, Inchinnan, Johnstone, Kilmarnock, Largs, Paisley, Rothesay, Stranraer and Thornliebank in Glasgow. Staff total 1,903, and the firm carried an estimated 65.2 million passengers in 1989.

● So far, sales of SBG companies have included Lowland, Midland, Citylink and Eastern Scottish. Bidding has started for Kelvin Central, Bluebird Northern and Strathtay Scottish.

■ NEW COMPANY



Midland Bluebird: 260 buses being repainted.

GRAMPIAN Regional Transport has relaunched its recently-acquired SBG subsidiary Midland Scottish under a new marketing name and livery.

From now on the company will be known as Midland Bluebird and painted in a newly-designed livery which follows the house style used by Grampian throughout its various companies.

It is hoped that all vehicles in the 260-strong bus fleet will be repainted over the next three years. The company has set a target of 100 to be repainted by spring 1991.

The company's 30-strong Bluebird Coaches fleet will have their own special livery, but that design is still being finalised.

■ MINIBUS

Operator faces ruin after planning bar

A THRIVING minibus business faces possible closure due to the inflexibility of local planners.

Over the last few years, Joe Russell has built his business up from nothing to seven mini and midibuses and now runs several local services as well as private hire.

As the fleet grew, a new operational base became necessary and 2.5 years ago a farmhouse and buildings were bought in the nearby village of Sandford. But an



Joe Russell: appealing to the Secretary of State.

application in April 1988 to change the use of the premises was refused by East Kilbride District Council.

Mr Russell appealed but, despite letters of support and a petition from local residents, he was unsuccessful.

A fresh application

has again been rejected and the director of planning and development is seeking permission to report the unauthorised use of the premises to the Procurator Fiscal.

The applications were rejected on the grounds that a 300 yard stretch of road leading to the site is unsuitable and the change of use is contrary to the local plan in this green belt area. Although it is a public road and no worse than many other roads regularly traversed by Russell's

buses on schools contracts, Russell has repeatedly offered to bring it up to the required standard at his own expense.

Another appeal is now being made to the Secretary of State and is being strongly supported by bus users and others who are convinced that the services he provides will be lost entirely if he is forced out business.

Russell has enlisted the help of the local MP and the local paper has taken up the fight on his behalf.

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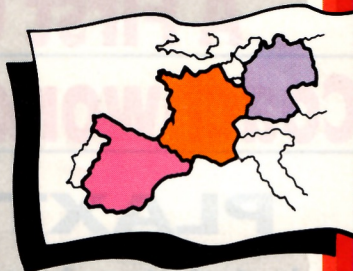
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LIGHT

COMMERCIAL

A Testing Time

What do vehicle examiners look for when passing or failing a coach on its annual test? Mike Morgan goes back to the classroom for the first of a two part feature.

IT'S hard to accept, but you can cut costs on maintenance without threatening safety.

How? The answer lies in planned maintenance allied to a thorough knowledge of the Vehicle Inspectorate's vehicle inspection procedure.

Coaches spend the minimum amount of time off-the-road for annual test preparation if your workshop staff are trained to make efficient use of their time. Vital questions can be answered quickly and areas of doubt resolved.

Long experience of annual test preparation may guarantee a high pass rate, but does it ensure that your maintenance staff know exactly what is required? New fitters thrust into the fray and given the heady responsibility for vehicle testing will be equally over-cautious in their enthusiasm to establish a favourable reputation with both the boss and the men from the ministry.

Traditionally, it has been hard to get information out of uncompromising civil servants. It was all too easy for a 'them and us' state of affairs to exist. Being procedure-lead and under unyielding political influence, it was very difficult for the two sides to communicate misunderstandings and difficulties.

However, a day at the VI's new Bristol headquarters confirmed that these are times of change. We are all acutely aware of the revolutionary influence of coach and bus deregulation, but the cosy existence of the Ministry of Transport's vehicle inspectors has also received a severe jolt.

While not facing privatisation - at least not yet - the inspectorate was taken one step nearer the realities of the commercial world two years ago when it became an executive agency.

This move could have been a severe threat - particularly



The VI's Bristol training centre: students are tested in the classroom and in the workshop.

in an institution giving its staff job security by traditionally recruiting from within. Just as coach operators took deregulation

as a challenge, so the VI adjusted to the new environment. To be blunt it had no choice.

Consequently, careful, but quite deliberate initiatives are slowly dispelling the mystic of vehicle testing.

An initiative of considerable benefit to the coach operator is the commercial promotion of courses at VI's training centre.

Courses of three and five day duration are offered. They cost £310 and £665 plus VAT and accommodation has to be found. These commercial training sessions mirror VI's own vehicle examiner training. Put your fitters through one of these and they cover the same ground as the men at the testing stations.

It is believed that some resent this spread of expertise and exposure to the operators encouraged to take up disagreements. However, training centre manager Ken Hopley emphasises the benefits of working together in the interests of road-safety.

The shorter course is dominated by a theoretical content and is classroom based. Students see how annual testing is done and receive a certificate of attendance. Their reference throughout the three days is the Public Service Vehicle Inspection Manual. Costing £8 from HMSO - no operator should be without one.

For hands-on fault finding experience, the extended five day course adds two days of practical work with the VI's fleet of vehicles. Students are assessed on their ability to find defects - some of which fail the test, whereas others are only advisory. Success grants students a prized certificate of competence together with new found confidence associated with the confirmation of their expertise and knowledge.

The criteria for testing brakes provides a good example. Binding, time-lag, ovality, effort, balance and little or no effort at one wheel are reasons for failure. But inevitably there are grey areas for potential disagreement. How much binding? How long a time lag? Ovality on rear wheels will not affect straight-line performance? What are the measurements of effort and balance? What is little or no effort?

To clog the whole issue, your coach passes if more than half the number of wheels lock when on the rolling-road. But what is the secondary brake? Is it the split service brake or a spring parking brake? If you are unsure, then see what the manufacturer recommends.

● **NEXT WEEK: Getting the best out of VI's training.**

Test case:

To boost your confidence try and work out whether the Volvo in this test case meets the brake testing criteria.

A Volvo B10M coach first registered in 1984 with an unladen weight of 12,295 kg and a carrying capacity of 58. The secondary brake is the service brake split front and rear.

Brake performance figures recorded.

WHEEL	SERVICE/SECONDARY	PARKING
Nearside front	1500 kg (wheel locked)	
Offside front	1000 kg (wheel locked)	
Nearside rear	2200 kg	1500 kg
Offside rear	1800 kg	1000 kg
Totals	6500 kg	2500 kg

PASS OR FAIL?

Send the answer (with an explanation) to the Coachmart offices and your name will be published with the correct answer early next year.

Double-decks in sex shocker?

IF you want the learn-ed opinion about the EC double-deck 'ban' (see our news pages, this issue) you need look no further than the *Sunday Sport*.

'Silly Bus-tards' proclaims the paper, telling readers the 'killjoy Eurocrats want to dump Britain's 15,000 famous double decker buses on the scrap heap.'

Ever constructive, the *Sunday Sport* makes ten suggestions of places the Routemasters, Olympians, et al, can be dumped, or ways they can be re-cycled. They include being dumped on the South Pole; chucked in the Channel to form a bridge to France; used to rebuild the Berlin Wall; or melted down to make guns for the Gulf crisis.

More predictably, the *Sport* also suggests using them as passion wagons, or to take 'stunnas boob-flashing round Brighton.' These final choices seem outrageous to everyone except the bus industry. Anyone who has sold an old double-deck will tell you the former idea is already popular with the hippies, and West Midland Travel's top-deck anti-vandal video has captured acts far stranger than the latter suggestion...

● **MEALSTOP** doesn't hold out much hope of Oxfordshire operator Paul Tappin becoming a member of the local Freemasons.

Poor old Paul can forget about funny handshakes and initiation ceremonies if he applies to the Wallingford Branch. He has managed to upset half the shop businesses in the area by running late-night shopping trips to Oxford.

The trouble started because he'd unwittingly chosen the very night when Wallingford itself has a late-night opening to attract Christmas shoppers. Among the aggrieved are the ironmonger, a department store, and numerous street entertainers.

Paul defends himself by pointing out that he has been running a similar trip for six years on the same date: 'If we had known in time, we would very likely have changed the date.'



● **LONDON'S 'Red Route'** scheme to speed traffic in and out of the capital has hit a snag.

For some obscure reason, a row has started over the colour of the road markings. London Transport planner Clive Muzzelle is reported to be concerned that the red paint to be used won't be visible at night.

The DTp is petulantly replying that the red lines 'will be perfectly visible.' Mr Muzzelle retorts that the yellow street lights make the lines go a funny colour. The DTp says the lines must be red, because the yellow ones mean different traffic restrictions.

Mealstop half expects the squabble to end in tears, and the DTp to say that its the Government's Red Route, and it will paint it any colour it likes. So there.



Rolls Royce: bringing back memories at Plaxton.

● **PLAXTON'S** Scarborough plant was host to 26 VIPs recently - all Rolls Royces belonging to the Rolls Royce Enthusiast's Club.

The gleaming cars lined up outside the factory while the owners looked around the coachbuilding works, presumably dewy-eyed with nostalgia. The link between Plaxton and Rolls is that, in the 1920s, Plaxton actually coach-built a Silver Cloud.

'You sit on coaches and drive around in them but never consider how they are made,' said RREC's organiser Duncan Feetham. 'It's been a fascinating trip.'

'Paramount



"When you're buying as many new coaches as we are, high residual values play a very important part in your choice of coach"

Stephen Barber

Stephen Barber Operations Director Wallace Arnold Tours



"We found Plaxton professional people to do business with. They listen. They understand and are flexible in meeting the operators requirements. We are extremely pleased with the quality of their product. In fact, we now have a repeat order for twenty new coaches with them"

Joe Martin

Joe Martin Chief Mechanical Engineer Bus Eireann

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Geoff Flight

Geoff Flight Director Flights Coach Travel



"Delivery on time, first class quality and a choice of specifications – which is no less than I'd expect from a major European coach builder like Plaxton"

Ron Whittle

Ron Whittle Director Go Whittle



"We buy Plaxton simply because it is a quality product with first class 24 hr back-up"

John Dodsworth

John Dodsworth Managing Director Dodsworth's Coaches



"Product quality is what matters to us, both in the coaches we buy and the services we provide our customers"

Paul H. Cowell

Paul Cowell Managing Director Capital Coaches

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Armchair is a fan of Mercedes

ARMCHAIR Passenger Transport, of Brentford, has two Reeve Burgess-bodied Mercedes-Benz 811D midibuses for operation on a newly-won tendered service in Surrey.

Ordered after 12 months' successful operation of a similar vehicle on another route, the new buses are used to link Kingston-on-Thames and Hersham, serving Whiteley Village, a secluded private residential estate for elderly people. The service runs hourly, six days a week.

Simon Newman, managing director of Armchair, said: 'The tender specified small buses and we wanted a vehicle which would be attractive, reliable and cost-effective. Tendered bus operation is becoming an increasingly important part of our business, and we now run both midibuses and double-deckers on tendered services in London and Surrey as well as our traditional high-quality coach fleet.'

The Beaver bodies are to standard bus specification with 33 seats, full-depth destination display and soft trim throughout the interior. Armchair operates a smoking ban in the interests of passenger comfort.



Buses join Jones

THREE new Reeve Burgess Beaver buses have been added to the expanding fleet of Jones Motors, based in Pontypridd, Mid Glamorgan. They join a mainly Mercedes fleet of more than 40 minibuses.

Jones Motors provides high-frequency local bus services in and around Pontypridd and Aberdare, trading under the Shamrock Shoppa name.

'Although there is a lot of competition in this part of South Wales, we have seen steady growth in the number of passengers we are carrying which has justified adding

three vehicles to the fleet,' says manager Alison Jones.

'We already run a number of Reeve Burgess bodies and conversions and our experience has been that they stand up well to the intensive use they get on busy local services.'

The new buses are 33-seat Beavers on long-wheelbase Mercedes-Benz 811D chassis with automatic gearboxes. Included in the standard Beaver features are brightly coloured handrails and patterned edges on the entrance steps to help partially-sighted passengers.

KB Coaches gets another Crusader

KEN Boulton, of K B Coaches, Stonehouse, Gloucester, has taken a second Willowbrook Crusader coach on Leyland Leopard chassis.

Both vehicles were 1982 Wadham Stringer-bodied Army buses acquired at auction for £5,000 and £7,000. The first was an 11 metre dog carrier stripped from the chassis before being sent for re-bodying, whereas the other was a 12 metre coach handled completely by Willowbrook.

The 12 metre Crusader body cost £40,000 with specification including full moquette/carpet interior trim, 53 reclining seats, tinted glass, curtains and radio/PA system. It will be used on K B's tours to Scotland, Ireland, Eastbourne and North Wales.

Apart from one Dennis Javelin, K B Coaches is an all Leopard fleet. While admitting to being a 'Leiland



man' Ken Boulton said: 'I am very pleased with the re-bodied coaches. There should have plenty of life in them because they've only covered 28,000 and 32,000 miles in eight years.'

You've been buying...You've been buying...You've been buying...You've been buying...You



Thamesdown takes deliverery

EAST Lancashire Coachbuilders has supplied its first new bodywork to Thamesdown Transport Ltd, of Swindon.

The five 76-seat Dennis Dominators feature Gardner 6LXCT engines and Voith automatic gearboxes.

David Birch, Thamesdown operations director, said: 'East Lancs had been chosen because of the good price they quoted, plus we've had no

problems with the secondhand East Lancs-bodied Dominators acquired from East Staffordshire.'

The new vehicles are general fleet replacements.

Crystals' unusual contract

DONCASTER coachbuilders Crystals Conversions received a rather unusual request - to build a mobile toilet unit.

Crystals specialises in meeting the needs of disabled people with its easily accessible vehicle.

Consequently, it was only too pleased to accept the challenge presented by Doncaster Community Transport chiefs.

Requests were made for toilet facilities at local events for disabled people and the

new unit is proving a huge success with demand growing.

The new unit was handed over along with the latest addition to Doncaster's Leger

Bus fleet, another specially adapted Ford Transit designed to take 10 seated passengers and three wheelchairs.



Scania's to go on tour with Eddie Brown

EDDIE Brown Tours Ltd, of Helperby near York, has invested in two new coaches for the 1991 season. The choice of Scania is a first for the company which had recently bought Volvo.

A K93 with Plaxton 3200 53-seat bodywork was put on the road straight-away in Eddie Brown colours, whereas its Van Hool Alizee-bodied K113 will not be sprayed-up until January. This coach will probably not go into service until March.

Director Philip Brown, explaining the early buying policy, said: 'It was a good deal. These vehicles were in stock, and with price rises of 9-10 percent on new vehicles, the offer was too good to miss.'

Stuart Johnson took two



coaches in part-exchange: a C reg Van Hool-bodied Royal Tiger and a D reg Bedford YMT/Plaxton. This leaves an older Leopard and Tiger in the fleet for contract work. Eddie Brown operates 12 full-size coaches and one

Mercedes-Benz mini-coach.

The K92 is used on day excursions and tour work from York and the 49-seat K113 with centre sunken toilet will be used some of the 89 British tour departures planned for next year.

Javelin rides in to Redwoods



REDWOODS Travel, of Cullompton, Devon, purchased a Dennis Javelin 12 metre Duple 320 coach from Yeates Bus & Coach.

It is finished by Redwoods in its white, turquoise and red livery. These colours have been used for nine years, though the application of the design is modified to suit particular vehicles. A Caetano-bodied Javelin purchased last year has a similar style, but two Bovas in the 12-vehicle fleet feature 'V' styling on the front end.

Redwoods operated more than 60 one-week tours in 1990 with UK destinations and continental tours including Norway, Denmark, Iceland, Denmark, Italy, Holland, France, Germany, Yugoslavia and Germany.

The Javelins will be used on these tours alongside Volvos. Redwoods Travel partner Brian Redwood told *Coachmart*: 'We are quite pleased with the Javelin and although we would like to buy Volvo they would cost up to £20,000 more.'

Existing clients have already benefitted from our unrivalled experience within the bus industry. If you have already lost money our investigators can assist recovery, but prevention is better than cure.



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No need to sacrifice a lifetime's work

From Peter Rogers

SIR

Your reported comment of Brian Bell on the probable liquidation of his Red Fern Coaches (*Coachmart*, November 22) is a classic illustration of four attitudes commonly found in such circumstances:

1 Attempting to lay blame for the crash at any door but his own, Mr Bell incorrectly and unjustly calls his surviving competitors rude names like 'idiots' and 'cowboys';

2 He admits to have followed what he believes to have been the charging rates of others - only to find that they were insufficient;

3 Taking a rose tinted look at the past: had East Midland operators been getting the quoted £150 for trips to

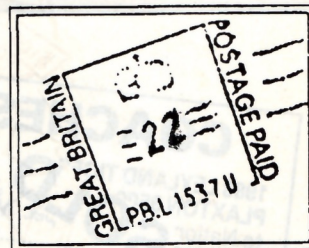
Blackpool in the 1960s, not only would they have all retired at 50 (as I have managed to do), they would now have gold plated Rolls Royces (which still elude me!);

4 Expressing surprise or disillusionment at the predicament.

In my years at Rainworth Travel, trading alongside Red Fern, I found no substitute for good, simple, but accurate monthly management accounting. It enabled sensible purchasing policy to be planned and any small dips in profitability to be remedied before they became major disasters.

Without this aid I might have been singing the same song as my former competitor Brian Bell. I hope that my experience matched against Mr Bell's plight

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might encourage all operators to take urgent steps to know their costs, to only do work which is profitable, to have a system of measuring monthly profitability and, above all else, to not hesitate to take whatever steps may be shown as necessary to not let

the accrued capital of a lifetime's work to be lost in a needless liquidation.

PETER ROGERS
PUBLIC TRANSPORT
CONSULTANT
274 MANSFIELD ROAD
WORKSOP
NOTTS

BCC urged to launch 'pledge for profit' campaign

From Bob Harris

SIR

I read with interest the letter from Carole Clarke in *Coachmart* on November 22, about 'Coach travel should not be cheap travel.'

It is really yet another statement of the long debate regarding the poor returns in our industry. Dealers and manufacturers have aired their views with the current economic situation highlighting the problems that have been around for some years.

It would appear that there are still a few operators who need to be shown the need for an adequate profit margin, but more importantly the travelling public require enlightenment as to why a sensible return on capital and effort invested is vital for the development of the PSV industry.

Perhaps a BCC 'pledge for profit' campaign with a 'reinvest for greener public transport' theme is needed. There would be a spin-off for manufacturers and dealers and possibly *Marksman* could act as its consultant with other retired or semi-retired operators being put to good use.

For the small and medium sized operator, everyday operations leave little time for accountancy, marketing and forward planning. However, until we get our prices right and become 'proud of our prices', the investment required for development beyond a 'cottage industry' will be lacking.

Every coach operation is as different as the individuals that run them, but a common theme of profitability is necessary now if the industry is to progress. Investment is

required now in vehicles, training and research as the current situation shows.

The dedication and commitment in our industry is second to none yet we sell ourselves short. Our customers expect the best and that is no problem as long as they understand that it has to be paid for.

There will always be price differences for various services and vehicles, but if we 'pledge for profit' and plan for it in whatever we do, then the PSV industry will have a future and the decline will be reversed.

As someone once said 'education may not be as quick as guns and bullets but in the long run its more effective.' If we can stop shooting ourselves in the foot (and each other), and educate the travelling public we might just enter the 21st century with an industry to be proud of.

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You must stand firm on price

From An operator

SIR

Further to the letter in *Coachmart*, Issue 615, from Carole Clarke regarding the costing of coach travel, there have been other occasions where coach operators bemoan the fact that they cannot get a realistic price for the service they are providing because other coach operators in their area are undercutting prices.

We cannot understand this as *Marksman* says in the same issue of *Coachmart*,

people will pay and come back providing the standard of service supplied is good. We have seen in recent issues of *Coachmart* a rise in the businesses for sale due to retirement and we wonder if this is forced early retirement because the operators do not think it is worthwhile carrying on.

We too have our fair share of cut price operators in our area, none more so than the numerous individual operators that have sprung up over recent years. Many don't have proper maintenance

facilities or off road, lock up parking, and we think that there should be a tightening up of checks on such people, but we have made a stand regarding our charges and we will not reduce our rates just to get the job, we would rather our vehicles stood in the yard.

Even as I write this letter, my husband is on the telephone to a customer who wants us to reduce our price because she has had a quote 50 percent less than ours. To operate at such low rates we feel that somewhere along the line the service and

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◀ maintenance of the vehicles must suffer as the vehicles would need to be working most of the 24 hrs of the day to make ends meet. The amount of times we are called out in an emergency due to, being told, a vehicle has broken down seems to bear out this.

Going back to costing, in the summer we turned out in an emergency for a holiday tour operator, whom we have turned out for on numerous occasions so they knew our rates, we billed them within a few days of completing the job and, as on all other occasions, they settled quickly.

However, last week we received a letter from the coach operator originally

contracted by the tour operator asking us to reduce the price as the tour operator had billed them (we think that they have a contract to supply coaches on a regular basis). We refused saying that we had charged the tour operator our normal rate as we would any private hire customer.

We have had a further letter from the coach company asking us to reconsider as their rate is 66p per mile, a price we were getting eight years ago, but we are standing firm and we feel that if we can do this, and still get work, then so can others and this way then everyone can make a reasonable living.

NAME AND ADDRESS SUPPLIED

VL puts the record straight

From John Broadley

SIR

I am surprised that you printed the letter from Mrs Hutchings who has had problems with her Leyland DAF 400 (*Coachmart*, November 29). I am surprised because this vehicle is not a Leyland product.

The letter links the problems with the Leyland DAF 400 to the recent letter from Mr Fogarty concerning his Tiger. As you know, the Tiger is produced by Leyland Bus and marketed by VL Bus and Coach.

The Leyland DAF 400 to which Mrs Hutchings refers is a product of one of VL's competitors who are responsible for both its sale and back-up support.

Just to set the record straight, Leyland Bus manufactures the Swift, Tiger, Lynx and Olympian range. Leyland Bus was acquired by Volvo Bus Corporation in 1988 and the Leyland Bus range is marketed alongside the Volvo B10M and Citybus ranges by VL Bus & Coach.

JOHN BROADLEY
VL BUS & COACH
WARWICK

Attack was unwarranted

From Adam C Harris

SIR

Regarding a recent letter published in your magazine from Mr Read of CISA Promotions Limited.

We organised the exchange of the vehicle with Stuart Johnson Limited at Expo Coach 90, purely to save time and mileage. The coach was supposed to be ready the week before, but problems with paint had delayed this, and as we had already arranged to go to Expo, it was decided to 'kill two birds with one stone' by collecting the coach at the same time.

No special handover was planned, no arrangement was made for a *Coachmart* photographer to be there or for any write-up in the magazine, our only intention was to cut costs, be cost conscious, as

Marksman is always advising.

We feel that the attack by Mr Read on Stuart Johnson Ltd was totally unwarranted. Our visit to the show had been arranged for some months and the coach being ready at that particular time was coincidental and not pre-arranged.

Those of us from Chiltern Queens attending the show had an excellent day and supported some of the exhibitors, placing orders for various goods and services.

If Mr Read had checked with us he would have confirmed that no offence was meant to anyone and certainly no blatant use of the show for publicity, as he implies.

ADAM C HARRIS
MANAGER
CHILTERN QUEENS LIMITED
WOODCOTE
READING

Coach problems hit operator

From Dave Nickson

SIR

Castleways (Winchcombe) Ltd is not alone in suffering with a troublesome gearchange on a new coach (*Coachmart* 614, November 15, 1990). However, our problems are not on a Leyland Tiger, but on our new Scania.

We have suffered from repeated fracture of the ball joint at the front of the gear linkage. It happens so regularly that the coach carries a spare. Nevertheless, we do not expect our drivers to undertake repairs of this nature and consequently we are reluctant to send the coach out on ski work. What happens if it breaks on an Alpine pass?

Scania agents have attended to this problem under an extended warranty, but the offending part has not been modified.

Adding to our dissatisfaction is an extensive list of other faults which have not been rectified when the coach has been regularly serviced by West

Pennine Trucks. These include:

- 1 Vehicle 'crabbing';
- 2 Gear change requires setting;
- 3 Coach jumps out or 'crashes' in third gear;
- 4 Driver's window frame not replaced;
- 5 Off-side front wheel requires replacing;
- 6 Brakes squeal;
- 7 No gate on reverse gear;
- 8 Clutch judder;
- 9 Oil leak from differential housing;
- 10 Clutch cross shaft bushes require replacing - this involves gearbox removal.

You can imagine our great disappointment with the vehicle. As a small operator, our 'flagship' is in great demand, and any time off the road is a great expense and inconvenience to us. We cannot afford to lose the coach without a replacement vehicle or compensation for the expenses incurred.

DAVE NICKSON
DIRECTOR
ELITE SERVICES
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CHESHIRE
M33 3HQ

NOSTALGIA CORNER



IN 1967 two prototype Caetano bodies on Ford chassis were prepared for the UK market. The R226 coach pictured is over-looking the town of Gaia - home of the Salvador Caetano's coach-building factory - in northern Portugal.

Caetano-bodied coaches were first imported by Williments, of Twickenham, before being adopted by the Moseley Group in 1968. The first 1967 coaches were on 11 metre R226 and modified Ford D500 truck chassis. At this time Plaxton and Duple dominated the UK coach market and continental models were exceedingly rare.

Moseley exhibited a Leyland Leopard with pink and white Lisboa bodywork at the 1968 Earls Court show - subsequently sold to R & S Travel of London. Other early UK sales were Estoril-bodied Bedford VAL 70 and VAM 70 with Caetano's Cascas body.

Operators *are* responsible for vehicle maintenance



I HAD long been harbouring a belief that, in requiring operators to adopt specific maintenance or defect reporting systems, some traffic commissioners were exceeding their powers. Indeed, I had been within a hair's breadth of writing it this column several times.

I am gratified to have my convictions on this matter confirmed by some very direct words of the Transport Tribunal.

Giving its decision on an appeal which examined a commissioner's apparent 'policy decision' which required new licence applicants to organise their maintenance on time rather than mileage run basis, together with a 'nil defect' reporting system, the tribunal made a pronouncement. It

said that while 'There can be no objection to a traffic commissioner suggesting such systems to operators as a practical way of ensuring that their vehicles are maintained in a fit and serviceable condition, ... in our judgement such systems should not be elevated into a set of rules or requirements amounting to a gloss upon the statutory system for the regulation of the operation of public service vehicles.'

While I totally agree with the legal view of the tribunal, I am still fairly firmly convinced that, depending on the type of operation, a time based maintenance system and nil defect reporting does have a lot going for it.

Yet operators should not have their hands tied by either policy decisions of commissioners or by the Code of Practice for PSV maintenance which the

Department of Transport will soon be launching.

It is the operator's job to establish and use an effective maintenance system, and the commissioner's duty to be satisfied as to the system's efficacy.

Maintenance requirements will vary widely depending on operating conditions.

Older vehicles used on stop-start work will need more frequent preventive maintenance than modern vehicles used predominantly on motorway work. Neither time or mileage may be a satisfactory measure of work

done for urban buses.

Indeed for this and some other operational patterns, maintenance periods based on fuel used by a vehicle may be worthy of consideration.

The unwritten message of this Transport Tribunal decision is to re-state the principle that it is operators who the law expects to be the expert chefs in deciding the ingredients and cooking the maintenance menu.

The commissioners are diners with authority to berate or even to sack the chef - but not write the recipe themselves.

A taxing problem

VERY heavily discounted school fees for the children of teachers at Malvern College would not seem to have any bearing on the tax situation in the bus and coach industry.

Yet a recent Court of Appeal decision on the taxation aspect of the benefits in kind given to those employed by Malvern College was said to be equally applicable to staff perks in the public transport industries.

In the shortest and simplest terms, the point at issue is how, for tax purposes, the benefit of a place which would otherwise not be taken up is to be valued.

Substitute 'empty seat on a bus, coach or plane' for place which would not otherwise be taken up and you can see the potential for the principle to embrace us.

I do not propose to waste time in my own business, or in this article in attempting to apply the costing principles applicable to an annual fee in

a school with fairly static costs and easily calculable income to the occasional use made of a staff concession on a coach or service bus which has wide variations in operating costs and indeterminate receipts.

For on this matter too, despite the Court of Appeal's indication that this principle applies to transport perks, I have a conviction that the case can, as lawyers say, be distinguished, i.e. that the practicalities of transport operator are so different from running a school that the decisions in that case can have no bearing on us.

My inclination, therefore, even though the popular press declaimed that this case would cause problems for us, is to ignore it. Leave was, in any event, given to appeal to the House of Lords.

We may yet hear more of this matter, and that will be quite soon enough to consider what, if any, impact it has on us.

Writing is on the wall for graffiti artists



Graffiti: cleaning off the artists' work should deter them.

I ACCEPT that what I am going to suggest is easy to say but much harder to actually do, and I am particularly fortunate that in my operating area there is not a big problem with graffiti.

I have long been convinced that filth breeds filth. Vermin favour rubbish tips to hygienic cleanliness. And so it is with the contemporary 'artistic' litter - graffiti.

I understand that, as well as clever things like video detection, many large bus operators, and London Underground, are making sure that any of this in-elegant scribble is removed before vehicles/rolling stock are returned to service.

Apart from the fact that the passenger gets a clean conveyance this objectionable art form is indeed just another species of jettisoned human flotsam), the aberrant artist is denied the pleasure of displaying his misplaced talent.

Even Van Gogh would have given up if, overnight, his canvasses were always wiped clean.

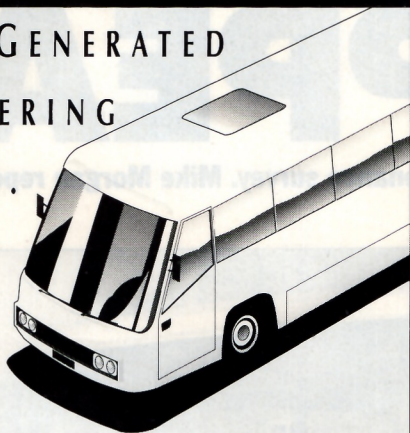
Seriously, psychologists tell us that the proponents of this unwanted art get more kicks out of the knowledge that it will be seen by others than in the actual creation of their misplaced masterpiece.

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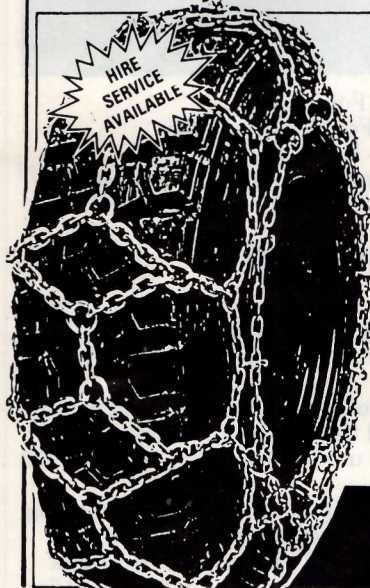
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WEMBLEY ARENA

WHICH SIX HAD APPEAL?

It's the final lap on *Coachmart's* second six month maintenance survey. Mike Morgan reports on our operators' six coaches and profiles Neal's Swift.



BRUCE'S Volvo failed to break the six month/150,000 mile barrier despite being well on target before this final month. Two breakdowns and 10 days off the road for repairs due to recurring problems are to blame. Consequently the prize for record-breaking UK coach could lie elsewhere. Any offers?

According to director John Bruce, two older Volvos used on the Londonliner service have been less trouble than the one in our survey. Recurring problems have centred around the exhaust cylinder (now corrected by a £1.50 seal), fuel pump coupling (broken five times) and the inter-cooler pipes (at long last modified for extra strength).

Pointing to the high cost of a breakdown, Mr Bruce said the two November incidents cost £1,200 in hire-in fees. Fortunately, repair costs are covered by warranty, but not the cost of covering for 13,000 miles of lost service mileage while the coach was at Ailsa Trucks, Blantyre.

November was also the month when the first UK EOS went back to Belgium for modifications. However, Clevedon Motorways managing director Richard

Langson explained that at the time of purchase it was agreed with LAG Bus that modifications would be made between seasons to bring the vehicle into line with production models.

Although November was a quieter month altogether, the coach profiled this month remained active on private hire, including London theatre club trips. Neal's Leyland Swift with Reeve Burgess 33 seat Harrier coachwork is the newest and largest vehicle operated out of the small Cambridgeshire village of Chippenham near Newmarket.

Month Six - November 1990

BIRDS' FORD - Specification

Chassis
Ford R1114
Dennis Javelin
Volvo B10MT Mk III
LAG
AEC Reliance
Leyland Swift

Body
Plaxton Paramount
Duple 320
Van Hool Astral III
EOS
Willowbrook
Reeve Burgess

Chassis - Ford R1114
Engine - Ford 'Dover' Turbo
Gearbox - Ford six speed
Body - Plaxton Paramount - 53 seats
Date first registered - September 1985

Maintenance Report

Mileage this month - 5,182 miles
Total mileage since June 1, 1990 - 31,579 miles
Type of work - Rail-Link contract service
Fuel used this month - 365 gallons
Total fuel used since June 1, 1990 - 2,273 gallons
Fuel consumption this month - 14.2 mpg
Average fuel consumption - 13.89 mpg
Engine oil used this month - 8.1 pints
Total oil used since June 1, 1990 - 12.5

The Vehicles

Chassis	Body	Operator	Location
Ford R1114	Plaxton Paramount	Birds of Hunstanton	Norfolk
Dennis Javelin	Duple 320	Brown's of Ambleside	Cumbria
Volvo B10MT Mk III	Van Hool Astral III	Bruce of Airdrie	Strathclyde
LAG	EOS	Clevedon Motorways	Avon
AEC Reliance	Willowbrook	Lewis (Greenwich)	London
Leyland Swift	Reeve Burgess	Neal's of Ely	Cambridgeshire

gallons
Tyre maintenance this month - nil.
Problems rectified this month - new turbo fitted (£150).
Comments - standard extended service completed.

BROWN'S JAVELIN - Specification

Chassis - Dennis Javelin - 11 metre
Engine - Cummins C series 240 bhp
Gearbox - ZF S6.80 six speed
Body - Duple 320 - 53 seats
Date first registered - May 1989

Maintenance Report

Mileage this month - 2,000 miles
Total mileage since June 1, 1990 - 19,391.27 miles
Type of work - private hire and tours/excursion
Fuel used this month - 161 gallons
Total fuel used since June 1, 1990 - 1,563.5 gallons
Fuel consumption this month - 12.42 mpg
Average fuel consumption - 12.4 mpg
Engine oil used this month - one pint
Total oil used since June 1, 1990 - five pints
Tyre maintenance this month - nil
Problems rectified this month - another new exhaust bracket fitted. Duple service engineers replaced the air door ram (twice).
Comments - general service carried-out.

BRUCE'S VOLVO - Specification

Chassis - Volvo B10MT mk III
Engine - Volvo THD 102 KD
Gearbox - Volvo EGS 7 speed
Body - Van Hool Astral III 67 seats
Date first registered - November 1989

Maintenance Report

Mileage this month - 13,410 miles
Total mileage since June 1, 1990 - 140,859 miles
Type of work - Glasgow-London service
Fuel used this month - 1,625 gallons
Total fuel used since June 1, 1990 - 17,009 gallons
Fuel consumption this month - 8.25 mpg
Average fuel consumption - 8.28 mpg
Engine oil used this month - 2 gallons
Total oil used since June 1, 1990 - 14 gallons
Tyre maintenance this month - nil.
Problems rectified - coach broke-down on the road twice this month because of fuel pump drive shaft failure. In addition, it was off the road for four days for modifications and six days awaiting repairs to timing cover.
Items replaced: all anti-roll bar bushes, fuel-pump drive shaft and bearing, timing cover, small sump pan and modified brackets fitted to inter-cooler pipes.
Comments - John Bruce told *Coachmart*: 'We've still got 100 percent confidence in



the Volvo product, but the same cannot be said of local dealership, Ailsa Trucks. There's hardly any problems with the chassis but those that exist have recurred.'

CLEVEDON'S EOS - Specification

Vehicle - LAG EOS
Engine - DAF DKT ATi 354 bhp @ 2200 rpm
Gearbox - ZF 6S-150C
Body - 53 seats
Date first registered - March 1990

Maintenance Report

Mileage this month - nil
Total mileage since June 1, 1990 - 67,711 miles
Fuel used this month - nil
Total fuel used since June 1, 1990 - 6,941.2 gallons
Average fuel consumption - 9.75 mpg
Total oil used since June 1, 1990 - 13 pints
Problems rectified this month - the EOS spent four weeks at the Wellingborough dealers before going to the Belgian factory for further modification and maintenance work.
Modifications bringing the vehicle in-line with production standards include: ZF 7-speed gearbox, ZF integral retarder (although Voith was originally specified), new clutch pedal. The heating and air conditioning system has been altered solve wiring problems with electrical power surges damaging heating controls.

LEWIS' AEC - Specification

Chassis - AEC Reliance 6U3ZR
Engine - AEC 760
Gearbox - ZF 6 speed
Body - 1990 Willowbrook Crusader - 51 seats
Date first registered - August 1973

Maintenance Report

Mileage this month - 1,170 miles
Total mileage since June 1, 1990 - 13,534 miles
Type of work - private hire and contracts.

Fuel used this month - 95.44 gallons
Total fuel used since June 1, 1990 - 1,350.24 gallons
Fuel consumption this month - 12.25 mpg
Average fuel consumption - 10.02 mpg
Engine oil used this month - not recorded.
Total oil used since June 1, 1990 - Fame system fitted with remote oil tank which automatically tops up engine oil as the level drops.
Tyre maintenance this month - nil
Problems rectified this month - coach off the road for ten days to complete engine rebuild.
Comments - a speed limiter will be fitted. Hopefully improving fuel consumption further.

NEAL'S SWIFT - Specification

Chassis - Leyland Swift
Engine - Cummins 6BT 5.9 litre
Gearbox - five speed Spicer T5.290
Body - Reeve Burgess 33 seat
Date first registered - February 1990

Maintenance Report

Mileage this month - 2,845 miles
Total miles since June 1, 1990 - 17,188.1 miles
Type of work - private hire
Fuel used this month - 211 gallons
Total fuel used since June 1, 1990 - 1,249.25 gallons
Fuel consumption this month - 13.48 mpg
Average fuel consumption - 13.76 mpg
Engine oil used this month - nil
Total engine oil used since June 1, 1990 - four pints
Tyre maintenance this month - nil
Problems rectified this month - water leak on emergency door cured by Reeve Burgess. Second new driver's signalling window fitted because of continued problem with leaks. Axle pinion oil seal replaced.
Comments - Lionel Neal said: 'On the whole we are pleased with the coach. It's a pity about the problems we've had, but Reeve Burgess have always been on the ball with repairs. Customers are always happy with it.'

THIS MONTH'S VEHICLE PROFILE – NEAL'S SWIFT

◀ NANCY NEAL started with one car on taxi work before progressing in 1967 to a green Ford Transit 12 seater. After recruiting her husband Lionel together with father-in-law Cecil and Lionel's older brother Oliver, the business expanded to its present size.

Cars still make up part of the 17-vehicle fleet, but the constitution of family partnership has changed - today it consists of Nancy and Lionel with their son and daughter (Bridget and Graham).

The Transit's original contract carrying mentally handicapped children into Ely for Cambridgeshire County Council is still run, but business expansion has benefitted from location close to the border with Suffolk. Newmarket is only three miles away, and Cambridge is within easy striking distance for university orientated private hires. Further work comes from three US air force bases in the vicinity.

Contract work for Cambridgeshire ambulance service requires cars, and other contracts keep ten small coaches busy.

The Leyland Swift was purchased for Neal's own April to October tour programme. It is fitted with 33 recliners instead of 37 fixed seats to give superior legroom for this type of work. An

unexpected consequence is the requirement for lap seat-belts on all seats.

Seating capacity corresponds with two Reeve Burgess Beaver-bodied Mercedes-Benz coaches owned. These have recently received different Mercedes-Benz rear springs, but it is too early to report on the success of this modification.



Lionel Neal said the Swift was popular with drivers and passengers. 'It's size, comfort and leg room make it ideal for long distance tour work,' he explained.



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or Dave Broad (home) (0634) 711178

LEYLAND DAF 400

16-seater diesel, 5-speed, high back Capri seats covered in moquette, radio cassette, 4 speakers, quad vent, full soft trim, luggage rack, saloon heater, tinted windows, drop passenger entrance step.

£15,950

FORD TRANSIT

16-seater, Monaco seats covered in moquette, redesigned and modified, passenger step, full length plywood floor covered in lino, full soft carpet trim, stereo cassette system, 4 speakers, saloon heater, C.O.F.

£15,950

TALBOT EXPRESS

15-seater, diesel, high back Capri seats covered in moquette, full length plywood floor covered in lino, full soft trim, luggage racks, stereo cassette system, 4 speakers, saloon heater, quad vent, C.O.F.

£14,950

DAF 400

16-seater, high back Capri seats covered in moquette, full length plywood floor covered in lino, full soft carpet trim, C.O.F.

£15,250

TALBOT 1000

12-seater, minibus, seats covered in moquette, plywood floor covered in lino, full soft trim to saloon, interior lights, C.O.F.

Diesel £9,950 Petrol £9,300

NISSAN URVAN

12-seater minibus, seats covered in moquette, plywood floor covered in lino, full soft trim to saloon, interior lights, C.O.F.

£10,750

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MERCEDES 609D

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£23,950

IVECO 45-10

High spec, 18-seater, high back Capri seats covered in moquette, tinted windows in metal frame, full length plywood floor covered in lino, full soft carpet trim, luggage racks, quad vent, stereo radio cassette, 4 speakers, C.O.F.

£24,950

MERCEDES 609

Up to 26 seats, high back Capri seats covered in moquette, tinted windows in metal frames, full length plywood floor covered in lino, full soft carpet trim, luggage rack, two quad vents, stereo cassette system, 4 speakers, interior lights, body skins, C.O.F.

£27,200

QUALITY IS THE KEY TO SUCCESS

The decline of central works presented new opportunities for specialist engine and transmission suppliers. Mike Morgan visited Redbridge, one company to pick up the gauntlet, and found economies of scale which benefit coach operators.

AIDAN Warrington is the Wakefield boy who made good. Brought up amid the hardship of a working class family with roots firmly in a mining community, he fought his way up through a Grammar School education and confrontation on the rugby field to build a business with a £4 million turnover.

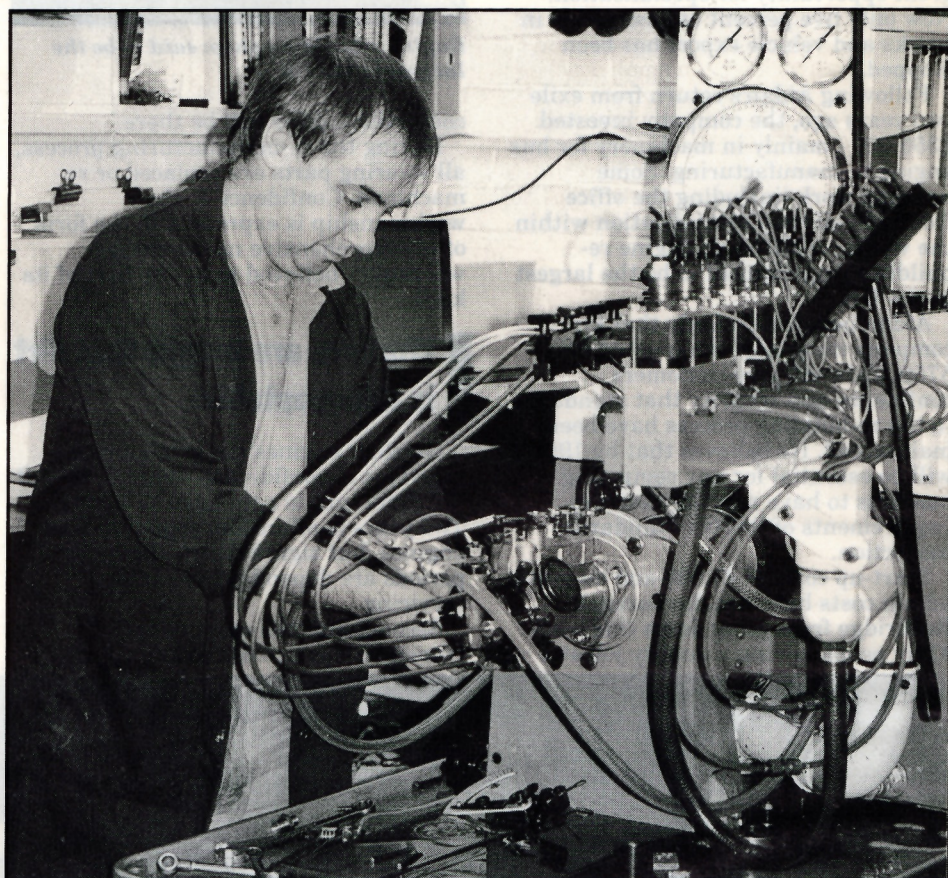
His engine, gearbox, rear axle, and differential re-manufacturing enterprise, was established within goal kicking distance of his terraced home. Formerly a farm in the days when Wakefield boasted up to seven coal mines, the compact site used by the company displays no evidence of its heritage.

Success is down to 'running a tight ship.'

Industrial units replaced agriculture and the original farm house has been re-fronted to present office accommodation with a modern and clean image. The company name,



Aidan Warrington: Wakefield boy who made good.



New machinery: £350,000 has been invested.

Redbridge, is displayed in stainless steel over the entrance and the adjacent railway bridge points prospective customers in the right direction. This advert is the cheapest form of publicity, according to Aidan - £2,000 to set up, plus £500 per year.

Wakefield survived the trauma of coal industry decline by attracting new business to plug the gap. County town status helped, but Aidan attributes much of the attraction to a favourable location: 'It couldn't be better placed with the M1, M62 and A1 within easy striking distance.'

Redbridge is convenient for customers and distribution. It uses eight delivery vehicles, including those on regular trunking to Scotland and Hayes, near Heathrow, where the majority of stock is held.

Important customers include Midland Scottish and Stagecoach - some of the first business being for Stagecoach Gardner-engined Bristol Lodekkas. Others, like Luton & District, stem from the pre-privatisation split of National Bus Company. Eastern National, Drawlane and the Army have seen the advantage of Redbridge's

◀ competitive edge.

Redbridge Gear is a company bought off the shelf in 1979. Aidan is chairman and major shareholder. He capitalised on experience as assistant managing director with Avon after working as a gear design draftsman. He puts his success down to 'running a very tight ship.'

Established at the birth of Thatcherism, and despite a deep recession, the company had a good start, because from the early days, Redbridge was heavily involved in the export of used trucks and buses. Engine and transmission reconditioning followed.

So great was the volume of business generated in traditional British markets such as Portugal, South Africa and South America, that the chairman could afford the luxury of life in Ibiza.

However, at deregulation, he saw a great opportunity for specialisation. Now only five percent of business is in trucks and vehicle export has been stopped.

Following Aidan's return from exile two years ago, the company invested £350,000 - mainly in machinery for bus engine re-manufacturing. Some building work (including the office frontage) allowed specialisation within the works, creating an engine re-building shop claimed to be the largest in the UK.

Aidan believes strongly that his company must hold the coveted BS 5750. This will give customers confidence and security that standards in the re-building process have been maintained. He believes that by 1992 it will be essential for any competing business to have met the exacting requirements of British Standards inspection.

Start-up costs of £4,000 and on-going admin costs have not discouraged Redbridge from going down this track: 'Only people giving a quality job at a



Engine rebuilding shop: said to be the largest in the UK.

competitive price will be there.'

During the re-manufacturing process, all wearing parts are replaced or re-machined. Confidence in the workmanship is expressed in the form of a comprehensive no-surcharge warranty - believed to be the first of its kind.

Workers are taught that dirt is unacceptable.

Gardner engines are given a three-year vote of confidence, whereas Bristol VR differentials only have 12 months. Two years is offered on some Leyland engines, but significantly, warranty periods are dependent on correct servicing.

Secondhand bus engines and transmissions are notoriously dirty

components to work on, but Aidan insists that cleanliness is the key to successful re-manufacturing: 'I teach the men that dirt is unacceptable.'

Redbridge employs 82 staff - eight on administration. This ratio is considered right for controlling overheads. Unlike bus company central works which Aidan considers had too many chiefs and not enough indians.

A great change in attitudes with ex-NBC staff is perceived: 'At first they came for a cup of tea, but now they ask a lot of very difficult questions.'

And the balance of risk has shifted: 'If one of our engines breaks down, we pay and not the central works.' The fact that costs hit the supplier when something goes wrong, puts pressure on the quality of the re-manufacturing process.

Redbridge engine prices are 30 percent down on two years ago and gearboxes cost the same as in 1980. Aidan believes this is due to throughput and productivity arising out of new machinery: 'You can only have the machinery if you have the volume. Weekly output reaches 20 engines (one per man) and up to 25 gearboxes, differentials and back axles.'

Gardner and Leyland products figure prominently in Redbridge sales. Although Volvo, Mercedes-Benz and occasional AEC engines are supplied, the company does not re-manufacture Perkins, Bedford or Ford. A similar specialisation in semi-automatic gearboxes does not preclude supply of manual boxes or increasingly popular ZF and Voith.

Staff training receives a high priority. Two apprentices receive college training to ensure continuity of skilled-labour supply. After a successful exercise with Eastern National, the company now shares the expense of training bus company fitters at the Wakefield factory. Mutual long-term and short-term benefits include improved performance from Redbridge products.



Good advertising - and cheap.

Sourcing UK products presents few difficulties with a large stock of core units being held. However, a global view encouraged by past experience in foreign trade has located supplies of Volvo B10M engines in Sweden and Mercedes-Benz V10 engines in Holland or Germany.

Cummins-powered PSVs are seen as an increasingly important market. Said Aidan: 'It's a great product.' A stock of Cummins spares purchased in the US has enabled Redbridge to maintain a competitive edge - the company resists the temptation to put in pirate parts.

The UK is the key market, but opportunism in world markets is grasped with the relish of a rugby union three-quarters picking-up a loose ball. The Redbridge chairman spends one hour in the gym each morning and turns out regularly for Wakefield over-35s. He devotes the same energy and power to driving his business forward.

There is an on-going contract for the supply of engines and transmissions to Greece and South Africa is still good. When General Motors sold Bedford, Redbridge bought-up a stock of GM engines. Subsequently, these were sold to the USA - profit affected by exchange rate movements.

As Aidan sits astride his £9,000



Admin staff: ratio to shop-floor workers is considered right.

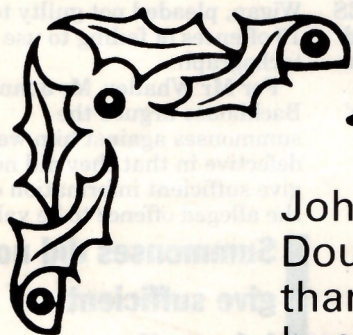
Harley-Davidson, he can reflect on his transition from lowly background to business executive - gone are the days when he completed three paper-rounds on a Sunday to earn an extra £5.

He predicts a strong future for the specialist. Small operators and the old central works will die as customers are forced to be cost and quality conscious. As the London Transport tendering process rolls forward, this should present more work, particularly as companies in the South East seem to struggle for staff.

Eleven years after launch, Redbridge has a substantial £320,000 monthly turnover, putting it in a strong position to grasp opportunities. Of more immediate concern is its ability to survive the recession.

A 25 percent drop in business over two months is serious, but Aidan is confident and determined: 'I'm still hungry and keen. Our core business is the big fleets, but the small coach operator benefits from our up-graded facilities and price. Five years ago we charged what we could get away with - now it works on cost plus margin.'

Not only should this stance alert competitors, but it is good news if you need a replacement engine, gearbox, rear axle or differential.



Allen & Douglas

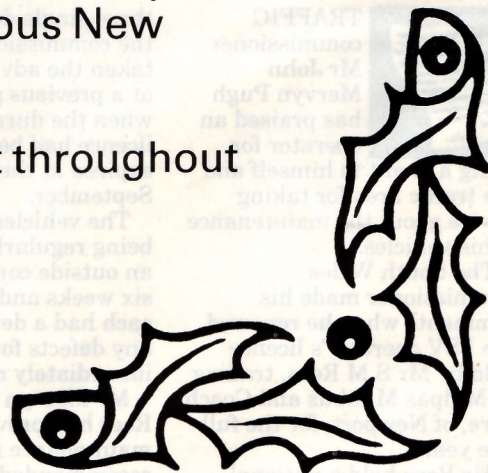
John, Jan, Ian, David and all the Staff at Allen & Douglas would like to take this opportunity of thanking all their customers for their valuable business and support throughout 1990.

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LEGAL NEWS

MEASURES to crack down on bad driving and drink driving are included in the Road Traffic Bill.

The first part of the Bill contains proposals to reform road traffic law in the light of the North Report, as set out in the White Paper 'The Road User and the Law.'

The main provisions are:

- A new 'dangerous driving' offence to replace the present reckless driving offence;
 - A new offence with up to five years' imprisonment to deal with drink-drivers who drive badly and cause death;
 - And a new 'endangerment' offence to deal with vandals who put road users' lives at risk;
 - An extended driving test which drivers disqualified for the main bad driving offences would have to pass before their licences are restored;
 - A major experiment in the use of rehabilitation courses for drink-drivers;
 - Measures to enable more effective use of technology to detect speeding and traffic light offences.
- Christopher Chope, Minister for Roads and Traffic, said: 'This Bill is a further demonstration of our determination to improve road safety. It tackles the problem on a number of fronts. It seeks to ensure that bad driving and drink driving are properly punished.'

Commissioner praises operator



TRAFFIC commissioner Mr John Mervyn Pugh has praised an operator for being a credit to himself and the traffic area for taking advice about the maintenance of his vehicles.

The South Wales commissioner made his comments when he renewed the PSV operator's licence held by Mr S M Rees, trading as Malpas Minibus and Coach Hire, of Newport, for the full five years.

Mr Rees held a national licence for two minibuses and



THE managing director of Parfitts Motor Services Ltd, of Rhymney Bridge, Gwent, has had convictions for two road traffic offences quashed at Merthyr Crown Court.

Mr Thomas Elwyn Parfitt, of Llechryd, Rhymney, had allegedly cut in front of a National Welsh Omnibus Co 'Bustler' minibus.

He had been fined £190 by Merthyr magistrates, and had his driving licence endorsed with five penalty points, after being found guilty of an offence of failing to give due consideration to other road users and of an offence of failing to stop at a red light.

It was alleged that while driving one of his company's coaches, Mr Parfitt pulled out in front of the National Welsh Bustler, before going through a set of traffic lights on red.

The National Welsh driver was said to have been so incensed by Mr Parfitt's driving that he stopped his bus to complain and then reported the incident to the police.

Mr Parfitt denied his driving had been unreasonable when he first overtook the Bustler, saying the Bustler had suddenly pulled out. He also denied obstructing the Bustler when he pulled away from a bus stop shortly afterwards.

He said he had pulled in for an old lady, but when she said

three single deckers. He told the commissioner he had taken the advice given to him at a previous public inquiry, when the duration of his licence had been cut, so that it expired at the end of September.

The vehicles were now being regularly inspected by an outside contractor every six weeks and his drivers each had a defect book and any defects found were immediately repaired.

Mr Mervyn Pugh said Mr Rees had proved the maintenance system recommended in South Wales worked.

Court quashes convictions



Parfitts: managing director Thomas Parfitt cleared of offences.

she wanted to board the Bustler, he had indicated to the National Welsh driver that it was his passenger and pulled away.

He admitted driving over the kerb at the layby, but said it was very low. He said he had to move otherwise the old lady would have had to walk all the

way round the back of his vehicle to get to the Bustler.

Mr Parfitt maintained he had gone through the traffic lights on amber.

Quashing the convictions, Recorder Mr David Wyn Richards ordered that Mr Parfitt's defence costs be paid by the prosecution.

Case adjourned until New Year



MAGISTRATES have adjourned until January a case involving alleged drivers' hours and tachograph offences committed by Skelmersdale operator Mr Frank Whalley - trading as Whalley Travel.

Mr Whalley pleaded not guilty to 10 offences of permitting a driver to fail to use a tachograph; to three offences of permitting a driver to drive for 4.5 hours without the required break; to one offence of using a vehicle with a faulty tachograph; and to four offences of failing to ensure a driver returned his tachograph charts within 21 days.

Two of Mr Whalley's drivers also appeared before Wigan magistrates. Mr Bernard Foster, of Leigh, pleaded guilty to three offences of exceeding 4.5 hours driving without taking 45 minutes break; to one offence of using a faulty tachograph; and to four offences of failing to return the tachograph charts to his employer within 21 days. He was fined a total of £275.

Mr Alan Catchpole, of

Wigan, pleaded not guilty to 10 offences of failing to use a tachograph.

For Mr Whalley, Mr John Backhouse argued the summonses against him were defective in that they did not give sufficient information of the alleged offence to be valid.

Summonses did not give sufficient information.

The summonses did not identify the driver, which vehicle it was said was being driven, or where and when the alleged offence was said to have been committed. What part of the EEC Regulation was it being alleged that the driver concerned had failed to comply with?

To be able to answer the charges, Mr Whalley needed sufficient detail to identify the employee and what vehicle he was driving, at what time and between which places.

Section 97 of the Transport Act created an offence involving a vehicle to which the Section applied. That question could not be answered if it was not known which vehicle the allegation

Weekly report on law and the coach operator By Michael Jewell

related to or the purpose for which it was being used.

In relation to Mr Catchpole's summonses, the only difference was that he was named as the driver, said Mr Backhouse. The defence still did not know the time at which it was said, or the places between which, the alleged offence had been committed.

In particular, the summonses did not identify the vehicle in which it was said the offence was committed or in what respect it was suggested that Mr Catchpole failed to comply with the regulations.

For the prosecution, Mrs Catherine Stalker said every detail of an alleged offence could not be included in a summons. Neither defendant

had been misled. They both knew what vehicle and which driver was involved. It was impossible to name every single town and hamlet on a route. Each of the defendants was interviewed before the summonses were issued, so they were well aware what the summonses related to.

Mr Backhouse said he had been unable to prepare the defence case because of the lack of information. He had asked for all the tachograph charts relating to the case, but he had only been given three, all of which related to Mr Foster.

Mrs Stalker said Mr Backhouse had been sent the charts that had been available. The whole essence of the case was that there were great gaps in the use of

the vehicles where there were no tachograph charts available.

After the magistrates found that the wording of the summonses was adequate, Mr Backhouse said he was still in difficulty as he did not have sufficient information to know what the defence was dealing with. He asked for an adjournment while the necessary information was obtained from the prosecution.

Dealing with Mr Foster's offences, Mrs Stalker said they had come to light when P C Graham Robinson, of Greater Manchester Police, required the production of the tachograph charts for Mr Whalley's three coaches for the months of April and May. An examination of those

charts revealed certain deficiencies.

In Mr Foster's case there had been distances of up to 574 kilometres missing because return journeys had not been recorded; he had driven for as much as five hours 40 minutes with only a 30 minute break, and five hours 18 minutes with only a 15 minute break; and on one occasion the tachograph was defective in that no speed or distance trace was recorded.

Mr Foster said he had been given a job and told to do it, and there was only one driver to do it with. He was told to do the job or he would be down the road. He was no longer employed by Mr Whalley, and he was now working for Grayway, of Wigan.

Operator may lose licence if vehicles do not pass MoT



GWENT coach operator Mr Wyndham Hancock has 14 days to get his vehicles through the MoT test or risk losing his PSV operator's licence.

Mr Hancock, of Giltwern, Abergavenny, who holds a licence authorising the operation of four vehicles, was given the warning at a Cardiff disciplinary inquiry before South Wales traffic commissioner Mr John Mervyn Pugh.

In addition to considering disciplinary action, the commissioner also had before him an application from Mr Hancock to increase the authorisation on the licence to six vehicles.

For Mr Hancock, Mr Roger Cradick said it was conceded that his premises were not all that they might have been, when checked by vehicle examiners in July.

Mr and Mrs Hancock, their son and one other person, drove the vehicles. Maintenance had been carried out on a monthly basis, though formal records had only been kept every other month. That had now been put right and letters had been sent to drivers, pointing out their responsibilities, which were straight and to the point.

Mr Hancock said a coach which had received a prohibition notice for three defects during a spot check in April had been driven by his wife.

The most serious defect was a missing split pin on the steering wheel drop arm. A similar defect had occurred on two previous occasions, and although he could not prove it, he felt that it had been done deliberately. To prevent any repetition, the split pin was now welded.

He and his wife had been prosecuted as a result of the defects found, being fined £250 each by Ebbw Vale magistrates. That had been a very salutary lesson, said Mr Hancock.

Mr and Mrs Hancock had been fined for offences.

A prohibition notice imposed on another vehicle had related to a tyre defect, Mr Hancock said. The tyre had been on a vehicle he had acquired when he purchased a garage. The vehicle concerned had never been used and it had been taken for a MoT test so that it could be sold.

He had been operating public service vehicles since 1970 and he had only had one prohibition notice previously, in 1976.

Asked whether his wife had realised the steering was loose, Mr Hancock said it was not possible to really tell. He had not gone to the court hearing and his solicitor had dealt with it.

Asked if he accepted the defect had constituted a danger to the public, Mr Hancock said it would if done knowingly. He

would have been out of his mind to send a vehicle out with the split pin missing.

Mr Mervyn Pugh said the vehicle examiner had endorsed the prohibition notice with the word 'neglect', saying the missing split pin should have been noticed at the last inspection.

Adjourning the hearing until

each and every one of Mr Hancock's vehicles had passed the MoT test, Mr Mervyn Pugh said he had considered suspending the licence in the meantime. He had to weigh the loss of driver income against public safety. If the vehicles had not passed their tests within 14 days, Mr Hancock would be back before him.

Taxi firm wins licence fight



A TAXI firm wishing to run 12 seater minibuses has been granted a new PSV

operator's licence for a period of a year by North Western traffic commissioner Mr Martin Albu.

J W & J K Cunliffe, trading as Tyldesley Taxis and Minibuses, had sought a restricted licence authorising the operation of two vehicles, at a Manchester public inquiry.

Mr J W Cunliffe said he had gone into partnership with his father, who had been in business for more than eight years. At present they were operating two eight seater minibuses and other taxis and were hoping to obtain two more 12 seater minibuses in the future.

Mr Albu said the minibuses ought not to be the partners' main occupation, as they were applying for a restricted licence.

Mr Cunliffe said their main occupation would still be the

taxis.

After Mr Albu had commented that the financial figures were a bit low, and that in particular the income looked low considering the estimated mileage, Mr Cunliffe said they were only a rough guide and were just a forecast.

The financial figures produced related to the business before he became a partner. The maintenance of the vehicles was to be contracted out, with inspections about every three weeks.

Mr Albu said the partners would be visited by a vehicle examiner, who would want to see records of inspection and maintenance which had to be dated, with the mileage recorded, and signed by the person carrying out the inspection.

Granting a licence for one year, Mr Albu said he would give the partners time to get things started. They could then come back before him knowing more about the financial position.



Monika Thompson: has three main objectives.

Monika is sent to Coventry

MONIKA Thompson has been appointed the first development officer of Coventry Area Visitor & Conference Association (CAVCA).

The trade association is dedicated to representing hotel and visitor interests and has 70 members.

Monika has three main priorities in her new job - to visit existing members and recruit new ones; to produce a regular newsletter; and to organise seminars and key tourism topics.

Six of the best

SIX of East Anglia's best known tourist attractions have banded together to offer a series of nature-based packages.

The six - five in West Norfolk and one just over the border in Lincolnshire - have produced the 'Naturally Norfolk' 1991 brochure which offers packages for groups to two or more of the attractions at substantial discounts.

Involved in the scheme are Holkham Hall, Hunstanton Sea Life Centre, the African Violet Centre and Wellbank's Orchid World at Terrington St Clement, the Butterfly Park at Long Sutton and Pensthorpe Waterfowl Park near Fakenham. The leaflet is available free of charge by 'phoning Beth Fielding at the Hunstanton Sea Life Centre on 0485 533576.

Japanese tourists flock to Scotland

LEADING Japanese tourist company KNT is increasing its holiday programme to Scotland next year - and may be followed by more companies from the Land of the Rising Sun.

Norman Chumley, director of marketing for the Scottish Tourist Board, who was a delegate on a promotional visit to Japan, said KNT is keen to expand its Scottish links.

Asahi Sun Tours and the Nippon Travel Agency are other operators who have shown interest in sending tourists to Scotland, and Meitetsu World Travel is due to send planning staff north of

the border early next year.

The number of Japanese visitors to Scotland has trebled over the past four years and is expected to grow to more than 70,000 by 1994 which would make the Japanese market worth more than £40 million to the economy.

Mr Chumley said: 'Scotland is now recognised as second only to London as the choice of the Japanese tourist to Britain. We are particularly popular with what is known as the silver market, older couples and groups of wives as well as single, young Japanese women who have high incomes.'

Plan your ferry trips

BRITISH Channel Island Ferries has published a special group travel planner giving details of the many special offers available to organisers next year.

It details trips for groups of ten or more visiting the Channel Islands.

Copies of the brochure can be obtained from travel agents or by ringing the groups department on 0202 681155.

Ice show is still a favourite

HOLIDAY on Ice - the record-breaking winter spectacular - is back at The Brighton Centre next January.

The 1991 show is 'Around the World in 80 Days' and is based on the classic Jules Verne story of the same name.

It takes in the Moulin Rouge in Paris, Egyptian

dances at the foot of the Pyramids, wild animals in Africa, the depths of the Indian jungle, a Chinese circus, American Indians and much more.

The exotic show has been a favourite with coach parties from across the South for the past 12 years as it provides family entertainment.

The Brighton Centre has

facilities for the disabled plus a restaurant and bars. The show opens on January 3 with a gala charity night and runs daily until January 27, except Mondays, with performances in the afternoon and evenings on most days.

Party rates and details from the box office on 0273 202881.

Regatta is on the horizon



Regatta ahoy!: Tim Manson, head of marketing and promotion for Merseyside Tourism Board, and friends.

THIS nautical group are hoping it'll be plain sailing all the way in the run-up to the Grand Regatta Columbus.

They are shown at the recent World Travel Market publicising Merseyside which is playing host to nearly 100 of the World's most spectacular sailing ships in August 1992.

Aston 'courts' coach operators

NEWLY-opened Aston Court Hotel in Derby has announced a special price offer to coach operators.

Those using the hotel for an overnight stop will be able to take advantage of a promotional rate of just £22.50 per person for dinner, bed and breakfast in a private facility room.

Managing director Jonathan Segal said: 'Derbyshire has a lot to offer and we believe that the Aston Court Hotel is ideally located for coach operators to take advantage of the developing tourist trade, and we identified Derby as an area where there was a shortage of hotel accommodation.' Ring Philip Bowers on 0332 42716.

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14th Sept - 4th Oct	22,000 IL

10% reduction for 3rd person sharing
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MoT to Sept/Oct. Tax to Feb/March. Spotless and no body damage. Fair trim. 53 seats. Choice of 2.

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MoT to March, tax to May. Spotless & excellent body. Trim poor. 45 seats.

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Very good condition
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£15,750 + VAT ono

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(15807/BE)

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1976 PJK PLAXTON

29 retrimmed seats (grey moquette), exterior white, all panels good, new clutch, new radiator, exceptional condition for year, 12 months MoT, taxed Feb '91, reluctant sale.

£5,500 ono + VAT.

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1979 YMT 53s, Dominant II Express, £5,500. 1980 YMT 53s Supreme II Express, £6,500. Both in very good condition, with test. Ideal for stage carriage operation. Midland Travel. Tel. Mansfield (0623) 743576. (15871/BE)

1986 'C' reg Bedford YNV Algarve. 53 recliners, hot drinks, ferry lift, all white, stereo, radio/PA, engine recon, single clutch, ready to test. £37,500 ono + VAT. Tel. Derek 0902 731768 (24 hours). (15893/BE)

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45 seater, Dominant II, tested April '91, very good condition throughout, express doors, radio, PA.

1974 PRIVATE PLATE BEDFORD YRQ

45 seater, Dominant I, tested July '91, power door, radio cassette, PA, side lockers, recent retrim, new gangway, lino fitted, excellent condition.

Also set of 45 excellent seats for Duple Dominant.

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(South Wales)

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29 seat Duple coach, PSV, MoT May '91, good condition throughout.

£7,950 - no offers

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1982 FORD TRANSIT, 16 seater, petrol, MoT July '91. £2,500. Tel. (0684) 295188. (15549/FO)

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**1985 B REG
LEYLAND TIGER 245**

with High Deck Duple Caribbean Body. 51/53 reclining seats, demountable toilet. Continental entrance ZF gearbox. Immaculate condition. Choice of 4. All will be sold with new MoT valid till Dec 1991.

£44,000 + VAT

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W Robinson & Sons (Tours) Ltd,
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1980 LEYLAND LEOPARD. 53 seat Plaxton Supreme. Semi automatic, power door, power steer, tinted windows, MoT to August 1991. **£10,500 ono.** **1977 LEYLAND LEOPARD,** 53 seat Plaxton Supreme. Semi automatic, power door, power steer, MoT to Nov 91. **£7,000 ono.** **1971 LEYLAND LEOPARD,** 51 seat Plaxton Derwent Service Saloon. Semi auto, power door, power steer. **£2,500 ono.** Tel. Wickford 0268 734084. (15530/LE)

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53 seater, semi automatic gearbox, tested to June 1991

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FOR SALE

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From £38,000 + VAT

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(15550/LE)

**1986 LEYLAND
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Duple Caribbean II. Full exec, video, sunken toilet, double glazed, Nomad drinks/fridge, 51 recliners, footrests, armrests, speed limiter, MoT May '91.

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**OFFERS! Must sell - new
Tiger due in January**

Alpha Coaches, Hull
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**1983 LEYLAND
TIGER 245**

Plaxton 3500, 50 recliners, double glazed, 6 speed ZF, tested until May '91.

£29,225 + VAT ono

Tel. (0723) 375229

(15629/LE)

1981 LEYLAND Leopard Plaxton body, 53 recliners, ZF box, 12 months MoT, good condition throughout, £18,000 ono + VAT. Tel. (0226) 744344. (15347/LE)

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(Private Plate)****LEYLAND TIGER 245
DOMINANT III**

Superhigh Executive.
Ticket to February 1991.

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Europa, 21 seater,
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£23,750 + VAT

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£20,950 ono

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(15444/ME)

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Choice of 2

1988 'F' reg MB230

VAN HOOL ALIZEE

EXECUTIVE SPECIFICATION

Including toilet, video, coffee machine, courier seat, full draw curtains, double-glazed, Telma retarder.

£82,000 + VAT each

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VAN HOOL ALIZEE**

1983, private plate, 49 recliners, toilet, video, coffee machine, cool box, driver's bunk, continental door, MoT until April 1991, excellent condition, any trial.

£32,000 + VAT

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0274 595011

(15905/VH)

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H T815**

Cummins 280bhp turbo. 13-17mpg. 49/53 rec, demountable toilet, d/glazing, hot drinks, fridge, Telma, d/bunk, TV/video, polished alloy wheels, one driver and only 120,000 miles. Private hire work only. Re-advertised due to time wasters and dreamers. Must sell, new vehicle arriving December 1st.

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1987 Van Hool Astron, 58 seats..... POA

1984 Van Hool Astron, 57 seats..... POA

1983 Van Hool Astron, 57 seats..... POA

1984 Van Hool Acron, 49 seats..... POA

All above vehicles are full executive specification.

Immaculate condition with full service records, Astrons are fitted with long range fuel tanks, fully fitted kitchen with microwave, 3 crew bunks and telephone.

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- 1983 S 215 HD V8, ZF, VR, F/A, D/B, T/W, K, S/R, 49S(c), C/B, T/V, R/P, S/F seats, E/V, L/L, C/L, P/D/F, W/T, warranty available
- 1988 S 215 HD V8, ZF, VR, **SOLD** D/B, S/F Kitchen, 49S(c), T/W, C/B, C/L, L/L, W/T, P/D/F, warranty available
- 1989 S 215 HRI Choice of 4 - V8, ZF, VR, F/A, ABS, D/B, 49/53S(c), T/W(d), C/B, C/L, L/L, P/D/F, T/V, R/PA, warranty available
- 1984 S228 DT V8LA, ZF, VR, ABS, **SOLD** S(c), T/W, K, P/D/F, T/V, R/P, C/L, warranty available

Send for a list of other makes and types

Glossary

V8 = Mercedes Engine (LA = Turbo Intercooling)	Entertainment R/P = Radio/PA	Kitchen, Microwave, Hot Cupboard, Sinks, etc.
ZF = ZF Gear Box	L/L = Lift and Lower Device	Seats - can include Tables, Footrests, etc.
VR = Voith Retarder	ABS = Anti Brake Skid System	K = Kitchen - Sink, Sausage Boiler, Hot Water Boiler
F/A = Full Air Suspension, Independent Front	S(c) = Seats - Recliners including Courier	E/V = Electronic Ventilation
W/T = Webasto/Timer	S/R = Driver's Sleeping Room	C/B = Cool Box /Fridge
D/B = Disc Brakes Front	C/L = Central Locking	H = Lower Deck
T/W = Water Toilet	P/D/F = Power Door Front	HD = High Deck
(D = Demountable)	C/D = Continental Door	DT = Double Deck
T/V = TV/Video in Coach	S/F = Special Fittings - can include	

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VOLVO B10M, Telma, 1988 'E' reg Plaxton 3500 low driver, GT 4 star specification, 57 reclining seats (49 now fitted), TV/video/stereo, demountable sunken centre toilet, Webasto heating, telephone system, Klix drinks machine, fridge, aircraft lockers, all rubber floor and carpet, special large through luggage lockers and side flaps, airport lights, double glazed, full draw curtains and sunblinds, driver's bunk, only£75,000 + VAT

VOLVO B10MT, Telma, Plaxton 4000 RS, 4-star specification, 67 reclining seats plus 2 courier seats on crew deck and driver's bunk, double glazed, fridge, Klix drinks machine, 5 TV/video screens, telephone system, built for silent running, 3 sliding roofs, airport lights, very large luggage lockers..... 1988 - £87,500 + VAT

All the above coaches have long MoTs and have been maintained regardless of cost in immaculate condition throughout. Full service history available.

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Tel: 021-554 5232 Contact: Geoff Flight
(15545/VO)

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B58 Duple Dominant (53), NEW MOT, NEW TYRES, PA system, good condition.

£15,950 + VAT

Supreme Travel

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552166 evenings

(15337/VO)

1988 E REG VOLVO B10M PLAXTON 3500 Executive coach, 47 or 53 reclining seats, centre toilet, servery, continental door, blinds to side windows, courier seat, immaculate condition, MoT December 1991. £78,500 + VAT - would consider part exchange. Tel. 0260 276667. (15536/VO)

VOLVO 1982 B10M JONCKHEERE, 49 recliners. Toilet, hot drinks, Telmar. MoT March 1991. Good condition. £30,000 ono + VAT. Tel. 0206 824363 (Essex). (15813/VO)

C REG. 1985 Volvo B10M LDH Caetano Algarve. Toilet. Hot drinks. Video/TV/radio/PA, rear o/s continental door, 51 rec seats. Test July '91. £55,000 ono + VAT. Tel. Derek 0902 731768 (24 hours). (15892/VO)

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LEFT HAND DRIVE BUSES
VOLVO B59 - VOLVO B58
VOLVO B58 ARTICULATED

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All can be supplied as "chassis" only to suit rebodding
All can be supplied "as is" or "rebuilt" or "fully reconditioned" with "new vehicle" warranty



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- 1988 (F) REG MAZDA 2200 DIESEL, M-to-M, 13 seater, test Sept '91.....£6,850
- 1987 (E) TALBOT PULLMAN TRIAXLE, 2 seater bus, power door, good condition, tested February 1991£12,950
- 1987 (E) TALBOT TRIAXLE, DORMOBILE, 16 seater PSV with tail lift, 27,000 miles only.....£13,250
- 1986 FORD TRANSIT DI, diesel, overdrive, 16 seater bus, power door, destination gear, tested June 1991£7,500
- 1983 (A) MAN RIVIERA, 28 recliners, forced air ventilation, power door, tested till June 1991£14,950

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(Bedford) or (0831) 372763
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21 seater, new MoT, FSH.
£26,500

1988 TOYOTA 'OPTIMO' GL
19 seater.
£26,500

1987 TOYOTA 'OPTIMO' GL
19 seater, MoT July '91
£20,000

1988 FORD TRANSIT
DORMOBILE

16 seater, MoT July '91
£12,500

1988 MERCEDES 407D
15 seater, MoT Mar '91
£11,500

1989 LEYLAND DAF 400
16 seat Crystals conv.

MoT Sept '91.
Excellent condition.

£13,750

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(15865/MB)

1983 Y REG FORD
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Dormobile petrol 16 seater, high backed seats, exterior white/blue, MoT to May 1991.

£3,000 + VAT ono

Clintona Minicoaches
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mini coach full spec, coach
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E G Commercial
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All are in good
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current test certificates.

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LUXURY SEATS, LUGGAGE RACKS, HI-SPEC FLOOR
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Carlyle Bus Centre is a Licenced Credit Broker. Finance is subject to status.

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Carlyle Bus Centre Limited, Waterworks Road, Edgbaston, Birmingham B16 9DB.
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1985 C REG MERCEDES 307. 12 high
back seats, tested August 1991, 24
mpg, excellent condition. **£6,880 ono**
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15 seater, MoT to July '91. Skirts,
tinted windows, luggage racks, radio/
cassette. KL extractor/intake. Power
steering. Plain white exterior. **£17,000**
+ VAT. TEL. **061 789 6334.** (15570/MB)

1981 (W) TRANSIT 12 seater diesel
minibus, all white, MoT to Nov '91,
£1,000 + VAT - no offers. Ian Brown,
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232957. (15794/MB)

M - 2 - M**QUALITY CONVERSIONS AT UNBEATABLE PRICES****TALBOT 1000**

12 seater, moquette seats, soft trim interior, Armourflex
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intake/extract unit, bronze tinted windows, C.I.F., 12 months
road tax, diesel.

£9,500

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16 seater diesel, 5 speed, high back Capri, seats covered in
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driver's locker, electric intake/extract unit, lift up roof vent,
Blaupunkt stereo radio/cassette + 4 speakers, Saloon
heater, tinted windows, decorative curtains, dropped
passenger entrance step, wheel trims, C.I.F., 12 months
road tax.

£15,200

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5 speed, Dormobile body, 16 high back Capri seats set on
tracking, all forward facing, full height entrance door and
gangway, soft trim interior, Armourflex floor covering, lift
up roof vent, electric intake/extract unit, full length luggage
racks with driver's locker, Saloon heater, Blaupunkt stereo
radio cassette, tinted windows, decorative curtains, wheel
trims, C.I.F., 12 months road tax.

£17,200

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28 bus seats plus 8 standees, jack-knife power door,
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£25,000

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Semi-auto gearbox, Plaxton Supreme
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1973 BRISTOL VRT. Low Bridge, 74 seater, Gardner engine. MoT Oct 1991. **CHOICE OF 3. From £2,000.**

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DOUBLE DECKERS

1976 VOLVO AILSA, 79 seats, Alexander body, power steering, single entrance. Test 29-11-90.

1976 VOLVO AILSA, 79 seats, Alexander body, power steering, single entrance. Test expired.

1976 VOLVO AILSA, 79 seats, Alexander body, power steering, single entrance. Test 12-2-91.

1976 VOLVO AILSA, 79 seats, Alexander body, power steering, single entrance. Test expired.

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1976 VOLVO AILSA, 79 seats, Alexander body, power steering, single entrance. Test 26-3-91.

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1976 VOLVO AILSA, 79 seats, Alexander body, power steering, single entrance. Test 15-6-91.

1976 VOLVO AILSA, 79 seats, Alexander body, power steering, single entrance. Test 29-1-91.

1976 VOLVO AILSA, 79 seats, Alexander body, power steering, single entrance. Test expired.

1976 VOLVO AILSA, 79 seats, Alexander body, power steering, single entrance. Test 16-1-91.

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3 X 1972 LEYLAND ATLANTEANS, 78 seats, Alexander bodies. Tests expired.

1972 LEYLAND ATLANTEAN, 76 seats, East Lancs body. Test expired.

2 X 1977 BRISTOL VRT SL3, Gardner 180 engines, Northern Counties bodies, 74 seats. Tests expired.

1976 BRISTOL VRT SL3, Gardner 180 engine, ECW body, 74 seats. Test expired.

COACHES

1979 LEYLAND LEOPARD, Plaxton Supreme body, 53 seats. Test 13-12-90.

1977 LEYLAND LEOPARD, Plaxton Supreme body, 53 seats. Test 18-10-91.

1979 BEDFORD YMT, Plaxton Supreme 4 body, 53 seats. Test 9-2-91.

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1976 VOLVO AILSA, 79 seats, Alexander body, power steering, single entrance. Test 31-1-91.

1976 VOLVO AILSA, 79 seats, Alexander body, power steering, single entrance. Test 14-3-91.

1976 VOLVO AILSA, 79 seats, Alexander body, power steering, single entrance. Test 8-2-91.

1976 VOLVO AILSA, 79 seats, Alexander body, power steering, single entrance. Test 30-1-91.

1976 VOLVO AILSA, 79 seats, Alexander body, power steering, single entrance. Test 25-2-91.

1976 VOLVO AILSA, 79 seats, Alexander body, power steering, single entrance. Test 9-4-91.

1975 LEYLAND ATLANTEAN, Northern Counties body, 75 seats, power steering. Test expired.

1977 LEYLAND ATLANTEAN, Northern Counties body, 75 seats, power steering. Test expired.

1975 LEYLAND ATLANTEAN, Northern Counties body, 75 seats, power steering. Test expired.

1975 LEYLAND ATLANTEAN, Northern Counties body, 75 seats, power steering. Test 29-4-91.

1976 LEYLAND ATLANTEAN, Northern Counties body, 75 seats, power steering. Test 7-12-90.

1977 LEYLAND ATLANTEAN, Northern Counties body, 75 seats, power steering. Test 8-12-90.

2 X 1976 LEYLAND ATLANTEANS, ECW bodies, 74 seats, power steering. Tests expired.

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1976 10.3M LEYLAND NATIONAL. Test 20-4-91. 41 seats.

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1979 10.3M LEYLAND NATIONAL. Test 31-7-91. 44 seats.

1979 10.3M LEYLAND NATIONAL. Test expired. 44 seats.

1979 10.3M LEYLAND NATIONAL. Test 19-11-90. 44 seats.

1973 11.3M LEYLAND NATIONAL. Test expired. 49 seats.

1976 11.3M LEYLAND NATIONAL. Test expired. 49 seats.

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1963 ROUTEMASTER, 64 seats. Test expired.

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Wombwell Diesels Company Ltd, Station Villa, Park Hill Road, Wombwell, Nr Barnsley

(13734/UN)

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1983 VOLVO B10M GLE BERKHOF ESPRIT

49/53 reclining seats, centre demountable toilet, continental door, full interior refurbishment, splitter gearbox, Telma, long MoT, private plates. Choice of two, **£39,950 + VAT each.**

1985 SCANIA K112 PLAXTON AMOUNT II 3200, low driver conversion, 53 seats, aircraft style luggage, full interior refurbishment, splitter gearbox, Telma, long MoT, private plates. Choice of two, **£44,950 + VAT each.**

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(15531/UN)

LEYLAND LEOPARD, 1980 Dominant II, semi-automatic, 57 seater, tinted windows, new MoT, **£12,400**. Bedford Plaxton YMT, 1977, 53 seater, reconditioned fuel pump, MoT to September 1991, **£4,250**. Both subject to VAT. Terms possible. Tel. (0703) 864976 or 862620 (office hours). (15611/UN)

1974 VOLVO B58 DOMINANT EXPRESS, MoT to 9/3/91. 1973 Leyland Leopard 680, semi-auto, Plaxton Express MkIV front, MoT to 31/12/90. 1969 Leyland Leopard 680, semi-auto Plaxton Elite, MoT to 10/4/91, all 3 53 seaters. Tel. (0269) 823127. (15607/UN)

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£39,950 + VAT ono
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Robin Hood body. 28 high back seats plus crew seat, full soft trim, tail lift with wheelchair clamps. Radio cassette PA, wired for TV and video, curtains, fully carpeted, hot drinks machine.

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1982 Volvo B58 Dominant IV 12 Metre, 53 reclining seats, P/D, MoT.....**£21,500**

1982 Leyland Tiger 245, Duple Dominant IV, 53, tinted windows, vgc, Eberspacher, long MoT.....**£21,500**

1975/6/7 Leyland Leopard, s/a, Plaxton Supreme, power door, various MoT.....**From £4,000**

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Vanguard Bus automatic, Telma, retarder, 39 seats, luggage pen, 16 standees, all white, new MoT.

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53 seats, rear sunken toilet, rear cont door, new MoT.

1985 B BEDFORD YNT DUPLÉ LASER

53 seat coach, express doors, radio, PA, new MoT.

1984 A DAF DKFL PLAXTON 3500

49 recliners, toilet, TV, video, radio/PA, power door. April 1991.

1983 Y LEYLAND TIGER 245 PLAXTON

Paramount 3200 Express. Semi-auto, 53 seats, radio, PA, tinted windows, curtains, new MoT.

1983 Y VOLVO B10M

Duple Dominant IV, 53 seats, new MoT.

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11 metre, 49 rec seats, new engine, Eberspacher p/door, new MoT.

1981 X VOLVO B58

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11 metre, 49 seats, ZF manual gearbox, express doors. Choice of 4. Long MoT's.

1979 V VOLVO B58 DOMINANT II

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1979 V VOLVO B58 MOSELY ALPHA

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(15287/UN)

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1972 AEC, 53 seats, Plaxton MkIV front.

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1977 MERCEDES, 45 seats.

1972 BEDFORD YRQ, 45 seats, Plaxton MkIV front.

1973 BEDFORD PJK, 29 seats, Plaxton.

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1975 FORD NORTHERN COUNTIES 20 seats, power door.

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- 1987

52,000 miles, good condition, MoT Sept '91.

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(15808/UN)

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1988 (E) LEYLAND TIGER — PLAXTON PARAMOUNT 3200, 55 reclining seats, video, radio/cassette, P/A system, full draw curtains, continental door. Stock no. 4434/4435, choice of 2 From £62,500

1987 (D) LEYLAND TIGER — VAN HOOL SUPER HIGH, 53 reclining seats, video, radio/cassette, P/A system, full draw curtains. Stock no. 4424 £62,500

1987 (E) LEYLAND TIGER — DUPLÉ 320 SL EXECUTIVE, 49 reclining seats, toilet, video, radio/cassette, P/A system, full draw curtains, drinks machine. Stock no. 4437/4438, choice of 2 From £67,500

1986 (D) LEYLAND TIGER — VAN HOOL SUPER HIGH, 49 seater executive, toilet, video, radio/cassette, P/A system, full draw curtains, crew seat, drinks machine. Stock no. 4439/4440, choice of 2 From £70,000

1986 (C) LEYLAND TIGER — PLAXTON PARAMOUNT 3500 EXECUTIVE, 49 reclining seats, toilet, video, radio/cassette, P/A system, full draw curtains, continental door, crew seat, tables, drinks machine. Stock no. 4432 £57,000

1985 (C) LEYLAND TIGER — PLAXTON PARAMOUNT 3500, 50 reclining seats (well spaced), radio/cassette, P/A system, continental door, crew seat, full draw curtains. Stock no. 4498 £55,000

1984 (A) LEYLAND TIGER — DOYEN EXECUTIVE, 47 reclining seats, double screen video, radio/cassette, P/A system, toilet, continental door, crew seat, drinks machine, curtains & blinds. Stock no. 4421 £44,000

1983 (A) LEYLAND TIGER — PLAXTON PARAMOUNT 3500 EXECUTIVE, 49 reclining seats, toilet, video, radio/cassette, P/A system, full draw curtains, continental door, drinks machine. Stock no. 4427 £42,000

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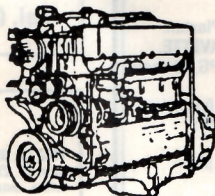
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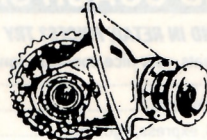
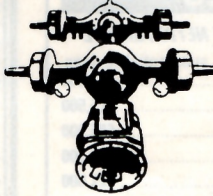
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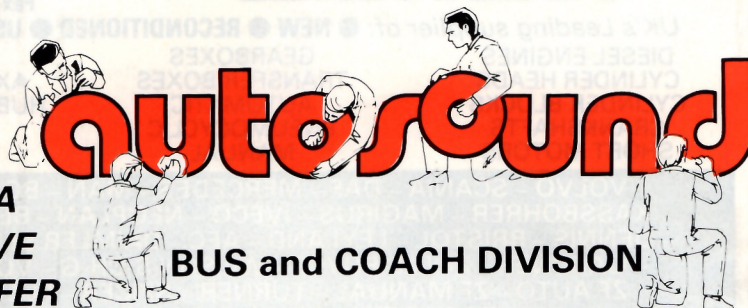
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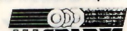
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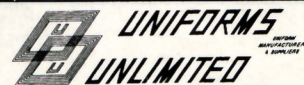
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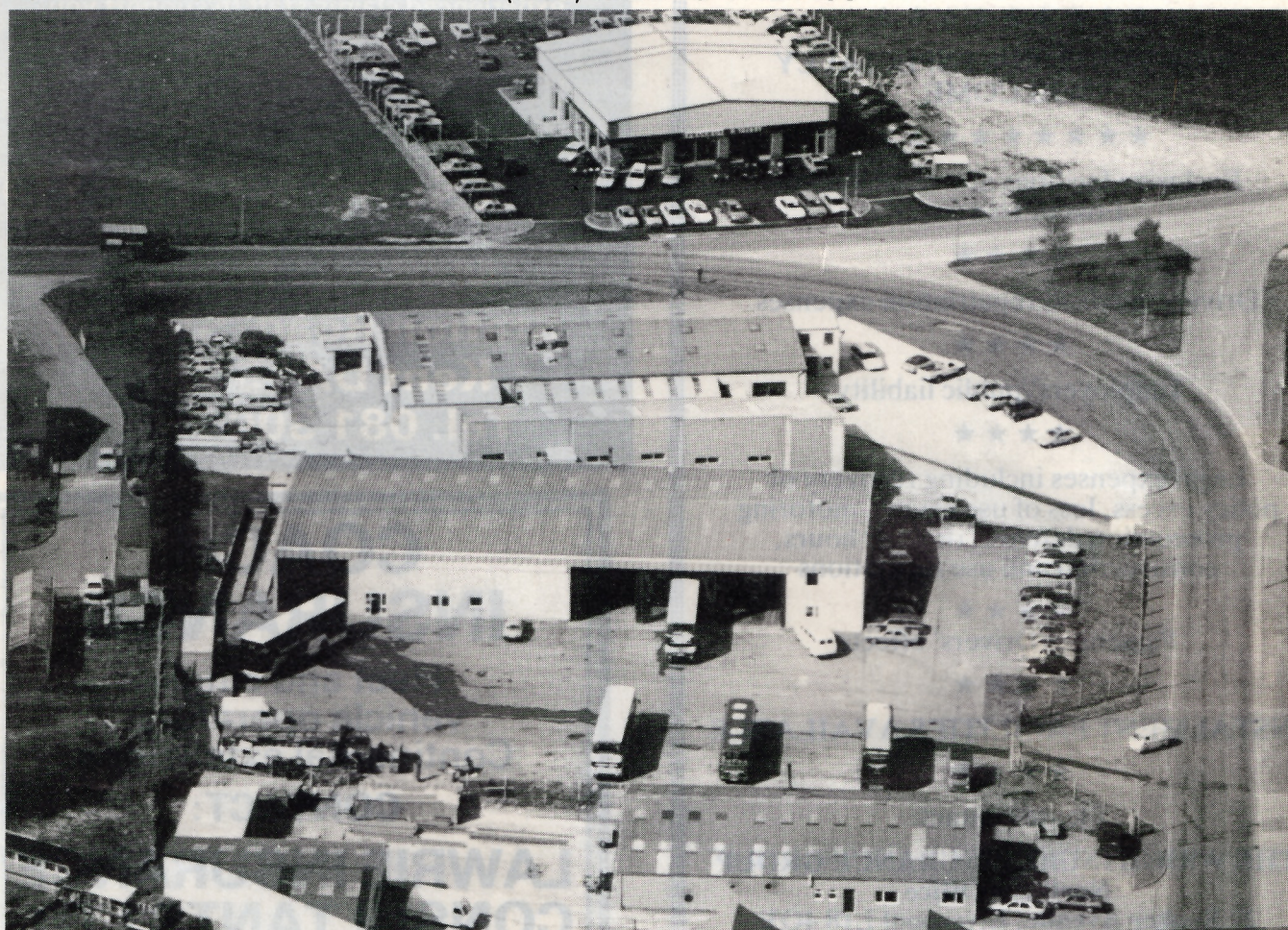
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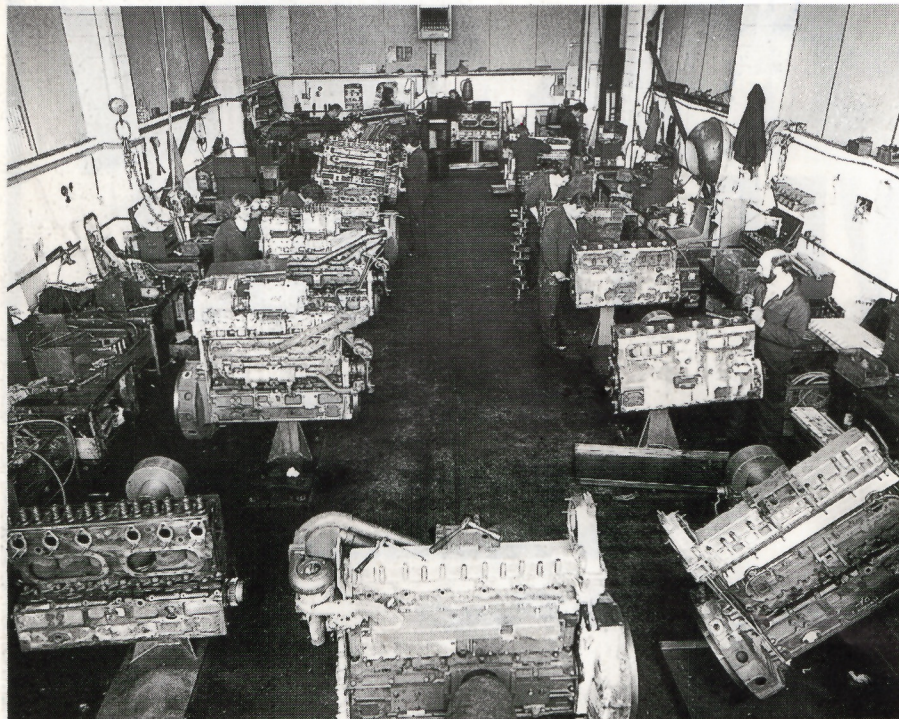
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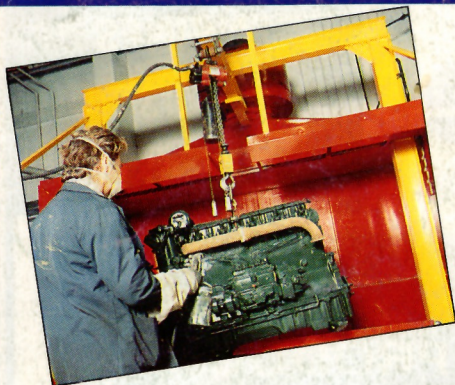
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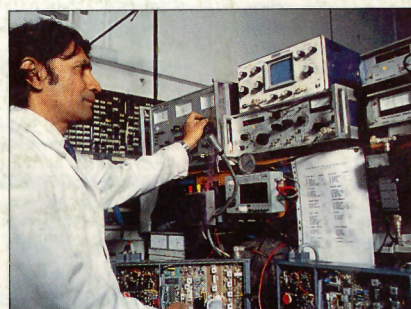
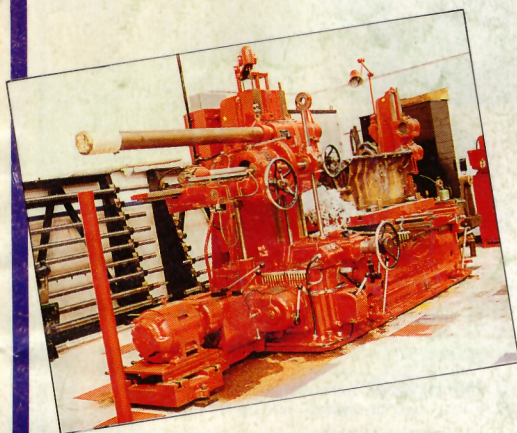
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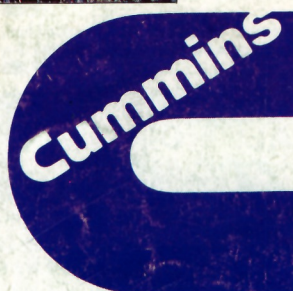
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